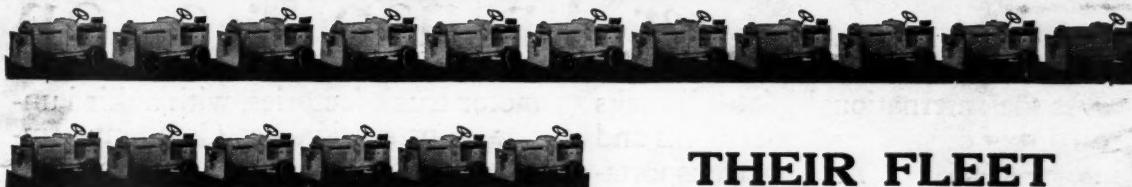
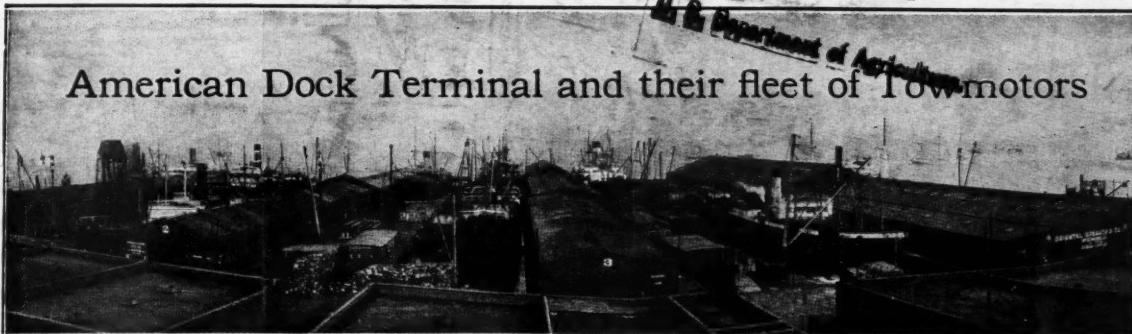


DISTRIBUTION & WAREHOUSING

FORMERLY
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Vol. XXI, No. 10.

New York, N.Y.



THEIR FLEET

The American Dock Company has standardized on the
TOWMOTOR

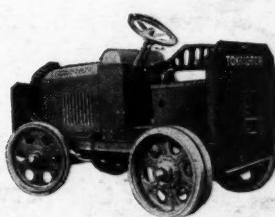
The growth of this fleet from one Towmotor in May, 1920, to eighteen in January, 1921, furnishes further convincing evidence in support of the

TOWMOTOR

Write to them or to any others in the accompanying list of Dock Companies:

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Pough Terminal, Inc., New York, N.Y.
Watson Brothers Stores, Brooklyn, N.Y.
Merritt & Chapman Derrick & Wrecking Co., New York, N.Y.
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Terminal Warehouse Co., New York, N.Y.
Murphy-Cook Company, Philadelphia, Pa.

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The Cleveland & Buffalo Transit Co.,
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Our engineers will be glad to figure with you on your individual problems

THE TOWMOTOR COMPANY

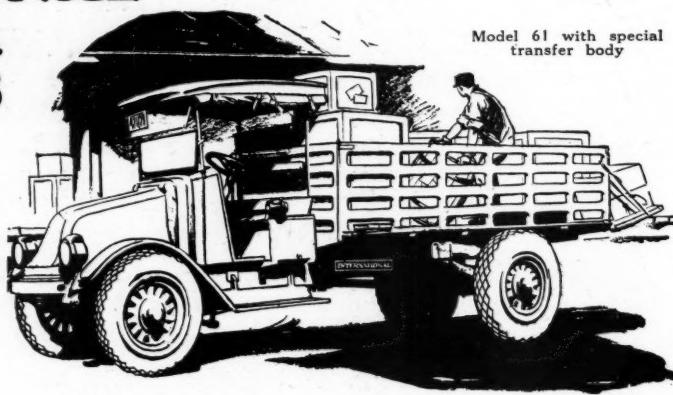
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motor truck factories, with a third under construction—a Company employing thousands of motor trucks in its own organization — a Company that knows what actual haulage economy means in its own business, and builds motor trucks for just one purpose, "Low-Cost Hauling."

It is impossible to realize the value of this plan, plus International construction, without a closer study of its various phases. Why not call on an International Motor Truck dealer and learn more about the Free Inspection Service Policy? At the same time you can look over the various models, from the 2,000-lb. Speed Truck to the 10,000-lb. freighter.

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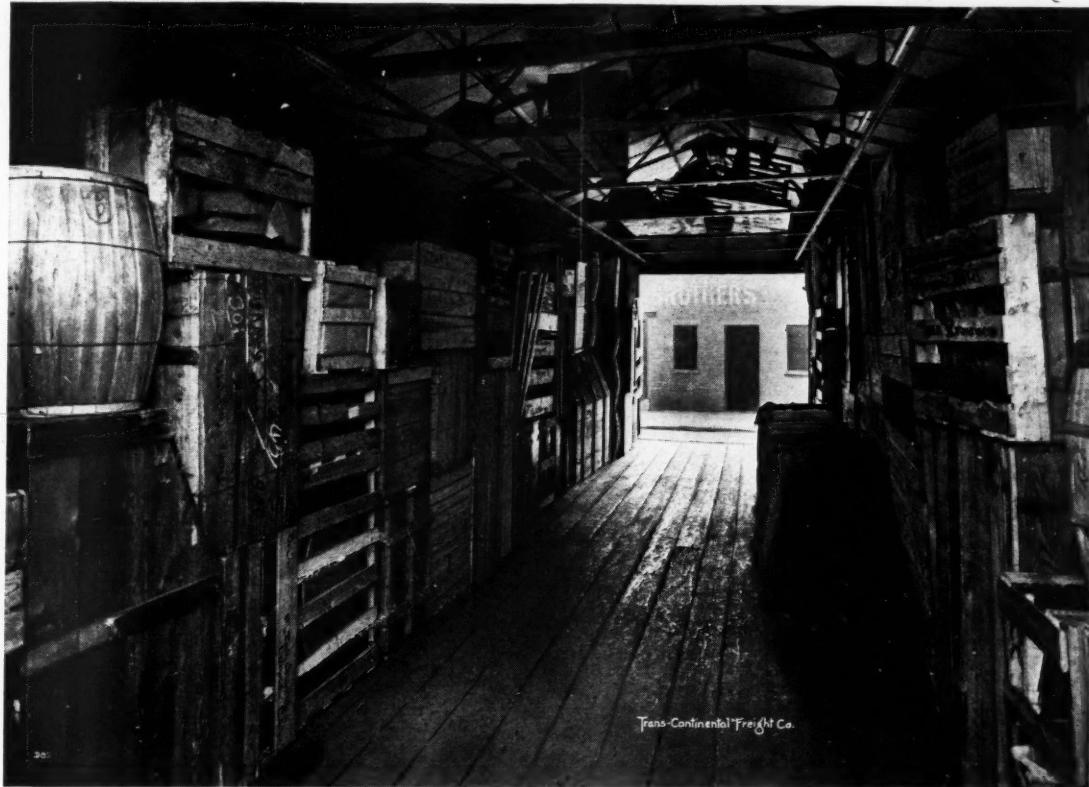
Branch Houses in 93 Principal Cities

U S A

October, 1922

DISTRIBUTION & WAREHOUSING

1



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A Word We Always Eliminate From Our Publicity Just As We Always Inject It Into Our Methods.

Better methods, better service and less expense for the shipper of Household Goods, that is what

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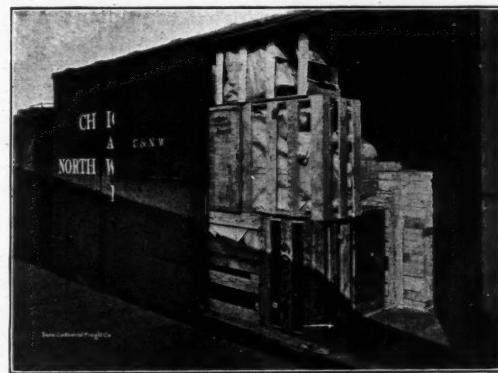
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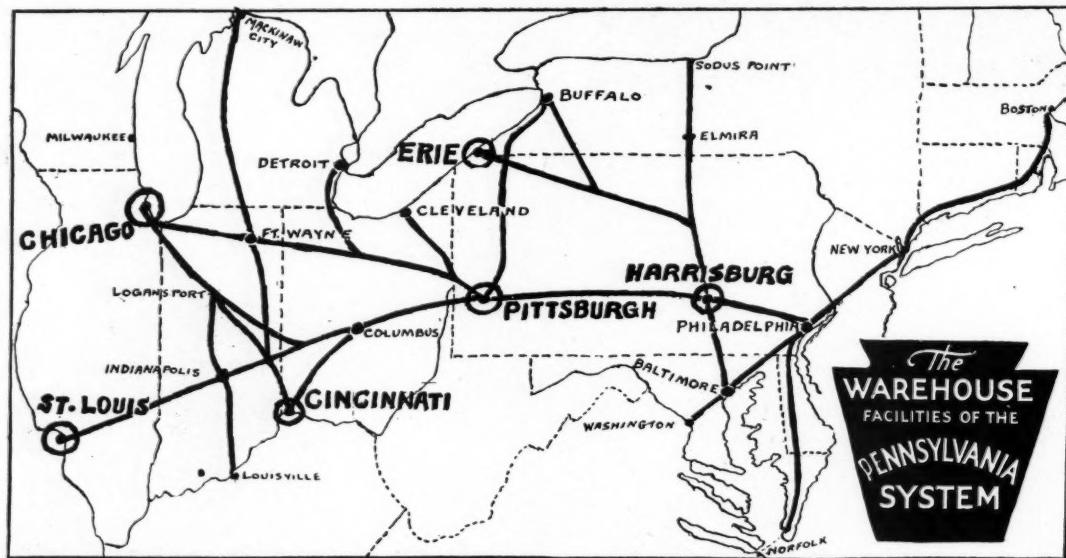
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LOOK AT THE MAP. The circled cities are strategic traffic points.
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Pan Handle Storage Warehouse
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Pennsylvania System, Pittsburgh, Pa.

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HOUSEHOLD GOODS

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What is true of Household Goods is also true of shipments of

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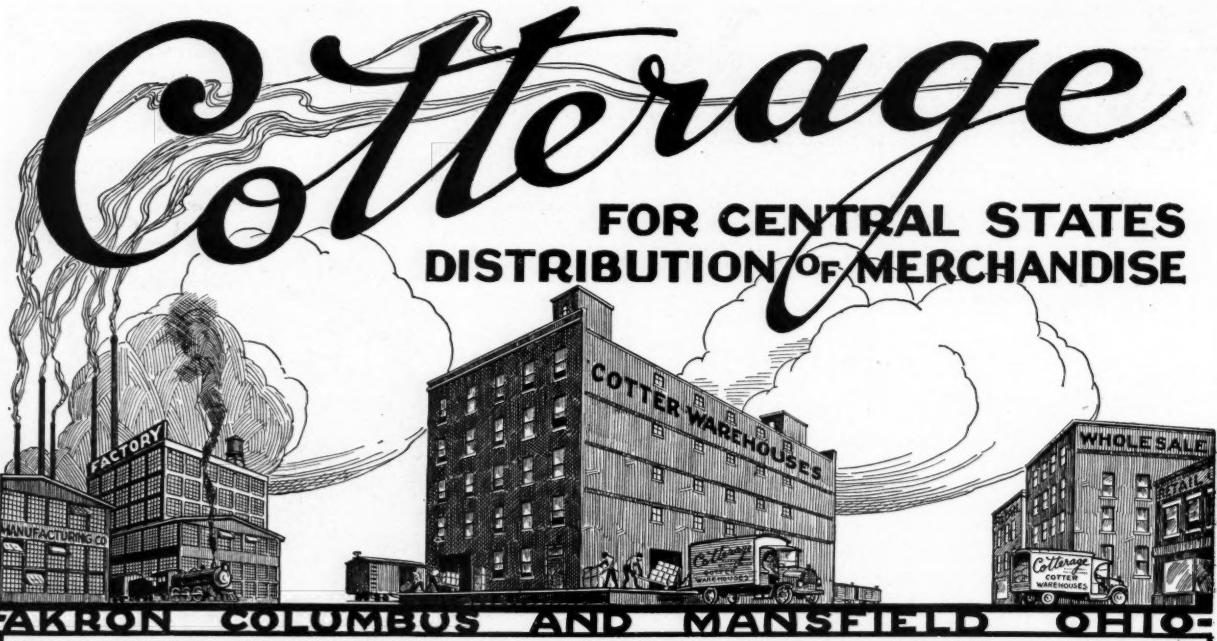
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 Thru Bills of Lading issued to all parts of the world.

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before the goods have been delivered and your customer satisfied in every particular?

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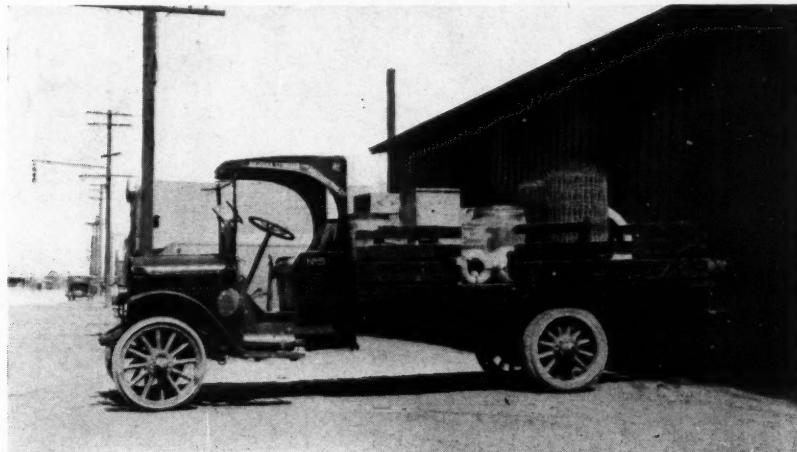
COTTER WAREHOUSES

**W. LEE COTTER THE COTTER TRANSFER UNION FIREPROOF
WAREHOUSE CO. AND STORAGE COMPANY WAREHOUSE CO.
Operating 7 Warehouses in Operating 5 Warehouses in Operating 8 Warehouses in
COLUMBUS, OHIO MANSFIELD, OHIO AKRON, OHIO**

General Motors Trucks



One of the Fleet of GMC Trucks Used in Transfer Business by the Arizona Transfer & Storage Company of Phoenix. (Below) T. J. Carr, Secretary of the Company.



Gives Credit to GMC for Success of Business

"**W**HAT do we think of GMC trucks? Well, here's the answer in a nutshell. We have been using them for more than seven years. Right now we have thirteen in daily operation and are figuring on adding eight more to our fleet within the next few months. The success of the Arizona Transfer and Storage Company is due in a large measure to the dependency we have been able to place upon our GMC equipment."

Thus does T. J. Carr, secretary and manager of this transfer company, Phoenix, Arizona, summarize his experience with GMC.

But he doesn't stop with his "nutshell" statement. Continuing, Mr. Carr says:

"Our first GMC, 'Old Scarface' has been on the job almost continuously ever since it went into service. It was an old type 5 ton GMC, but the loads the old fellow has hauled up and down the Salt River Valley and over the mountain ranges beyond have sometimes been a

shame. But we had the hauling to do and we knew Old Scarface would not fall down on the job so we let him do it.

"Conducting a transfer business in this section of the country is not the easy snap found elsewhere. Until two years ago, we had little pavement and I want to tell you that pulling heavy loads through the sands of the desert when the thermometer is flirting around 120 degrees in the shade—and no shade to be found—is a task that will try out the best both in men and machinery. But our GMC's have done the job. Good road, deep sand, rough rock, chuck holes, or slippery mud. It's all the same to them—they just keep right on going.

"Phoenix being the central point of the state and practically the shipping point for a territory almost as big as all of New England, we get haulage jobs that are beyond comparison with anything to be found in any other section. We have all classes and conditions of roads and country to consider in our work.

"Not only do we have a large percentage of the incoming and outgoing freight haulage in Phoenix and through the Salt River Valley, but we have built



up a strong reputation for being able to handle the heavy shipments to the mines. This results in almost constant over-loading of our trucks—a condition we do not like, but which we cannot very well avoid.

"Our experience with GMC—and we use all sizes from the smallest to the largest—is that we can expect the same stamina strength and lasting powers from any GMC model that we would expect to get in trucks of other make costing from seventy-five to a hundred percent more."

GMC list at the factory as follows: one ton, \$1295; two ton, \$2375; three and one-half ton, \$3600; five ton, \$3950; tax to be added.

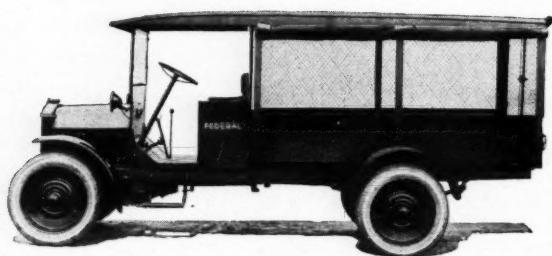
GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

PONTIAC, MICHIGAN

Dealers and Service in Most Communities

The ~~FEDERAL~~ *Fast Express* is Worthy of the FEDERAL Name



This FAST EXPRESS embodies all the proved points of reliability that have built a good reputation for all other Federals. This truck will serve you longer, deliver your goods faster at less expense than any other light-delivery truck. Its low list price is paralleled by its remarkably low operating costs.

FEDERAL

Today, Motor trucks are a known and necessary quantity in the business world, and—thanks to Federal—a known quality as well. The new FAST EXPRESS will lower your haulage costs and at the same time deliver a high grade of steady dependable transportation. It's *Another Federal*—in every way worthy of the Federal name.

FEDERAL MOTOR TRUCK CO.
Detroit, U. S. A.

For years, the very name Federal has identified every truck that carried it as a sturdy, dependable, enduring and economical truck for the hardest use or even abuse. No matter how heavy the load, or how exacting your haulage requirements, you can safely rely upon the known and recognized superiority of Federal. We will be glad to recommend the Federal best suited to your own needs.



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UNDER THE ACT OF MARCH 3, 1879.

PUBLISHED MONTHLY

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NEW YORK, OCTOBER, 1922

No. 10

Here Is Outlined

The Method of Approach to Simplification of Forms

How the Hoover Movement Relating to Warehousing Forms and Methods Has Progressed—Shippers Will Hear Plans Outlined at Cleveland on October 18

THE movement inaugurated last May at a conference held in the offices of Secretary Herbert Hoover of the Department of Commerce in Washington, looking toward standardization and simplification of warehouse forms and methods, made important headway at a meeting of warehousemen in Cleveland in September and will be given further impetus at a joint conference of storage executives and shippers' representatives to be held in the same city on Oct. 18.

R. M. Hudson, assistant to William A. Durgin, chief of the Division of Simplified Practice of the Department of Commerce, will attend the October meeting, called by the Shippers' Warehousing and Distributing Association, comprising manufacturing companies which distribute

through many hundreds of public merchandise warehouses.

On the two preceding days, Oct. 16 and 17, the American Warehousemen's Association's committee on simplification of forms and methods—the committee appointed as a result of the conference addressed by Secretary Hoover in May—plans to hold its second meeting in Cleveland at the call of its chairman, Alton H. Greeley, of that city.

W. W. Morse, Minneapolis, president of the A. W. A., has promised to remain over a day and address the shippers. Mr. Greeley is expected to join with Mr. Hudson and Mr. Morse in telling the manufacturers' representatives how their co-operation will be employed in the future endeavor to attain the objective toward which the A. W. A. simplification committee is working.

HOW this objective is to be approached was outlined at the Cleveland meeting in September, held at the Hotel Statler on several days beginning the 12th, and attended by nearly all the members of the simplification committee and by President Morse. It was agreed by the committee that its work should be confined wholly to such documents as are used commonly by warehousemen and their customers, the manufacturers. This was foreshadowed by the general subject prepared for discussion, as follows:

"Memorandum of steps taken in negotiations with customers re securing of storage accounts from initial inquiry to effecting of deliveries—Inventories, special reports, etc.—showing only movements made direct with customers."

Statement by Morse

Following the conference Mr. Morse said:

"It is felt by the members of the committee that this is a remarkable opportunity to secure for the warehousemen of the country the stamp of Government approval and co-operation. Some industries have been burdened with Governmental disapproval and have felt the heavy hand of the Government, but in this instance our industry has received a helping hand from the Government, while at the same time no positive Governmental requirements will be laid on any warehouseman.

Shippers Will Co-operate

"The committee very much hopes to be prepared to bring in a report at the December convention with a request for approval from the convention and instructions to continue its work.

"As soon as the American Warehousemen's Association committee on simplification has completed its forms and submitted them to the Department of Com-

merce at Washington, it is planned to have the Shippers' Warehousing and Distributing Association, the American Specialty Manufacturers' Association and other representative trade bodies called in to approve, or, if necessary, revise, the forms submitted by the A. W. A. committee."

Six Forms and Methods

AT the September meeting the following seven forms and methods were the ones designated for further concentration, the names appended being those of the sub-committees appointed to consider the forms and prepare reports for submission at the committee's next Cleveland meeting on Oct. 18 and 19.

1. Proposal form. Terms and conditions. Form of contract. Signature authorizing delivery. Sub-committee: Chairman, P. L. Gerhardt, vice-president Bush Terminal Co.; J. Earle Bacon, secretary Merchants Cold Storage & Ware-

STANDARDIZATION

Distribution & Warehousing
October, 1922

house Co., Providence, R. I.; W. C. Bright, vice-president Independent Warehouses, Inc., New York; L. T. Crutcher, president L. T. Crutcher Warehouse Co., Kansas City.

2. Receiving bill of lading. Manifest or loading sheet. Construed as "Method." Chairman to report as to conduct of propaganda, etc. Sub-committee: Chairman, W. C. Bright; and J. Earle Bacon.

3. Memorandum of arrival. Over, short and damage report for transportation companies. Sub-committee: Chairman, C. C. Daniel, president Central Storage Co., Kansas City; A. H. Greeley, president General Cartage & Storage Co., Cleveland; R. C. Stockell, manager of the credit bureau of the cold storage interests in Chicago.

4. Issuing of receipts when requested (negotiable or non-negotiable). Terms and conditions for cold storage division. Sub-committee: Chairman, P. L. Gerhardt; and J. Earle Bacon and R. C. Stockell.

5. Notice of orders filled. Forwarding bill of lading, etc. Sub-committee: Chairman, S. M. Green, Jr., president Southern Bonded Warehouse Corp., Petersburg, Va., and R. C. Stockell.

6. Invoices. Stock report. Sub-committee: Chairman, D. L. Tilly, vice-president New York Dock Co.; J. Earle Bacon; C. C. Daniel; W. W. Morse, president Security Storage Co., Minneapolis; W. H. Tumbrink, district manager Booth Cold Storage Co., St. Louis.

Manifest Situation

A S will be noted, several of the foregoing deal with methods rather than with forms. Number 2, relating to the receiving of the bill of lading, is one of these.

Warehouse companies have been hampered by the fact that many shippers do not use manifests or loading sheets notifying the warehouseman of the contents of a car coming to him.

It is considered that it may not be feasible or even possible to create a standard form that all shippers would use, as such a form might require some manufacturers to revise their entire systems.

But it is believed by the committee that a simplified method may be worked out which would be acceptable to the shippers.

For example, all the traffic managers might be shown the wisdom of agreeing to tack a loading sheet inside the car, near the car door, with every shipment, and supplement this by advance written notice to the warehouseman that the car is en route; often the notice of the coming of a car arrives at the warehouse after the car itself has reached its destination.

The idea, boiled down, is for the shipper to prepare two copies of the manifest; the original would be attached to the inside of the car and the other would be mailed in ample time to the warehouseman. It is essential to the warehouseman that he know of the shipment so that he can prepare for it. If it could be made a practice uniformly by shippers to supply this information, the

warehouseman could cut down on time and labor. And smaller expense by the warehouseman leads to lower cost to the shipper—and better service given the shipper.

Several sugar companies and a few other manufacturers make it a practice to affix the manifest inside the car. Some attach a diagram showing the location of the varieties of goods in the car—a practice which is valuable help to the warehouseman.

THE September meeting was called to order by Mr. Greeley, who outlined briefly the work to be done by the committee and the results it was hoped would be accomplished.

President Morse, after thanking the committee for its efforts, stated his opin-

HOOVER'S "OKEH" TO BE SOUGHT

FTER the simplification committee of the American Warehousemen's Association has completed its work, its report will be placed before the Department of Commerce for Approval.

The next step thereafter will be the calling together of representatives of various groups and associations which use public storage, for consideration and endorsement of the committee's forms and methods. The Domestic Distribution Department of the Chamber of Commerce of the United States will sponsor the coming group conferences, which will have Secretary Hoover's backing.

"It is the hope of the committee," according to Alton H. Greeley, Cleveland, the committee's chairman, "that this process will result in our being able to print on the various forms 'Approved by the Department of Commerce' and some other organizations."

ion that the final report would without doubt be one of the most important steps forward in the history of the warehouse industry. He reviewed the developments leading up to the Hoover conference last May, alluding in this connection to the efforts of Alvin E. Dodd, manager of the Domestic Distribution Department of the national Chamber of Commerce, and L. T. Crutcher, warehousing's representative in the Distribution group.

The Steps Ahead

Mr. Greeley then presented a proposal containing the actual steps taken in the warehouseman's conduct with his customer, including all transactions from the opening of tentative negotiations for storage to actual delivery of merchandise, the taking of receipts, rendering of invoices, etc.

The committee was unanimous in the opinion that little if anything remained to be done regarding the negotiable and non-negotiable receipts, in view of the

progress which has been made by the A. W. A. receipts committee in working out standard forms, which are to be presented at the A. W. A. convention in December.

When the sub-committees were selected on the second day of the conference, care was taken to have the personnel of each sub-committee made up of members of both the merchandise and cold storage divisions of the A. W. A. None of the household goods members of the committee was able to attend, and so no progress was made regarding forms and methods to be used by the men of that branch of the industry. However, this feature of the work will be reported later by the furniture members.

It was agreed at the September meeting to regard consideration of warehouse-internal forms as not within the purview of the committee. It was felt that each warehouseman could be expected to use such house forms as he pleased which do not concern the customer.

Joint Meeting Planned

THE meeting called for Oct. 18 by the Shippers' Warehousing and Distributing Association's president, John Simon, manager branch distribution of the Keystone Steel & Wire Co., Peoria, Ill., was originally intended to be for the directors to arrange for the Shippers' annual convention at Cleveland in December.

It was decided to broaden the scope of the meeting when it was learned that the A. W. A. simplification committee purposed to meet in Cleveland again on the 16th and 17th. Accordingly it will be general meeting of the members of the Shippers' body. Warehousemen will attend and an invitation has been distributed among traffic managers in the Cleveland district who distribute through warehouses.

Illinois May Tax Gas

A State gasoline tax is favored by Governor Small of Illinois to finance further good roads construction.

The State is now expending the proceeds of a \$60,000,000 bond issue to build hard roads, and the Governor favors an additional bond issue with interest and sinking fund to be provided by a gasoline tax.

California Tax Plans

A tax of two cents a gallon, more rigid policing of the State highways, a weight limit of 22,000 pounds for loaded trucks and a graduated weight tax on all kinds of automotive vehicles, in addition to the present license fee based on horsepower, will be asked of the California State Legislature at its next session this fall, according to Drury Butler, chairman of the highway legislative committee of the County Surveyors' Association of California, and county surveyor of Sacramento County. In conjunction with the State Supervisors' Association, and the California State Highway Commission, the county surveyors' organization has been working on a plan to provide adequate protection for the paved highways.

Hitch Your Company to a Star

A PAGEFUL BY THE EDITOR



THIS is the first time since I have been editor of *Distribution & Warehousing* that I have written a first-person article with the letter "I" sticking up all through it like the mast of a ship stranded on a Cape Cod mud flat—or, to get right down to the subject, warehousing, like a series of the Bekins boys standing in water a foot deep!

But I am going to put aside my very definite aversion

to the use of the "I" long enough to say something about The 1923 Warehouse Directory, which is to be published as part of the forthcoming December issue of *Distribution & Warehousing*—and when you have read on through the final sentence I am hoping that you are going to say mentally to me:

"You said a pageful!"

I'm going to try to say a pageful.

In the center of this page is "boxed" a mighty timely letter which reached *Distribution & Warehousing* late in September. It is a sermon in itself for you fellows in warehousing who didn't see to it that your companies were starred in last year's Directory.

Why you didn't see to it is beyond my comprehension. During the past nine or ten months I have talked with many warehousemen who did see that their companies were starred—and it was beyond their comprehension too. To be starred in this Directory of your own industry is a businesslike thing to do—but there were hundreds who lacked the necessary business vision. Why? Who can answer?

There is nothing to lose by being starred—but there is much which may be gained. One of the two warehouse companies in the city referred to in the centered "box" lost an account by not being starred. On the editorial page of the September *Distribution & Warehousing* I recited a similar instance of a Canadian warehouse company which declined to risk consigning a shipment of goods to any one of seven companies in a certain city—because not one of those companies had been businesslike enough to be starred in The 1922 Directory. That incident and the one mentioned by the Hunter Transfer Co. in the "box" can be multiplied many times over.

It happens that I am secretary of the Shippers' Warehousing & Distributing Association. This job has brought me into close contact with many of the leading traffic managers in the United States and Canada—traffic managers employed by manufacturing companies which in the aggregate route many millions of dollars' worth of goods through public warehouses annually.

The Warehouse Directory goes to hundreds of those traffic managers. It costs nothing for a warehouse company to be listed and starred in The Warehouse Directory—and those traffic managers consult that Directory, *warehousing's*

A CORRECT LISTING MEANS PROFITS

THE importance, to the public warehouse company, of being STARRED in The Warehouse Directory could perhaps not be better illustrated than by the circumstances set forth in the following letter written on Sept. 20, 1922, to *Distribution & Warehousing* by the Hunter Transfer Co. of Texarkana, Ark.-Tex.:

"We were pleased to see the announcement of your intention to again publish the Directory of warehouses in your December issue.

"We use this Directory constantly and only this morning had occasion to look up a reliable company in _____* but to our surprise, while two companies were named, neither was STARRED, and of course we had to forego the pleasure of recommending either of them.

"We hope that everyone in the industry will co-operate with you and make this Directory complete." —F. A. Thomas, Assistant Manager.

Both companies referred to by Mr. Thomas received questionnaires which would have assured them STARRED and correct listings in The 1922 Directory.

He who is STARRED builds business!

*A small city in an Eastern State.

own Directory, when seeking new distribution points.

To be starred costs nothing. To get a shipment of goods from any one of those traffic managers means profits!

I am informed, over and over, time and again, and personally, by traffic managers with whom I talk in my travels throughout the country, that unless a warehouse company unknown to them is starred in The Directory, that company is "passed up" and their inquiries and carloads go to a company which is starred.

If I were in the warehouse business I would no more think of neglecting to have my company starred in my industry's own Directory than I would of storing another person's goods in the basement of a horse stable. Of course that is a figure of speech, but it goes! With my company's name unstarred I would feel that profits which might have been mine were going to a competitor—and I'd have an uncomfortable feeling all the year around. I'll wager that a lot of you warehousemen who were not starred in last year's Directory had a twinge of conscience now and then. If you didn't, you should have.

If I could write with the simplicity of Abraham Lincoln or in the picturesque language of Theodore Roosevelt or with the oratorical effect of Daniel P. Bray of Kansas City, I would argue and exhort in an effort to convince you that, truly, it is worth while being starred in the coming Directory.

The fellows who are starred in the current 1922 edition know it is worth while. Testimony by traffic managers support my contention that it is worth while. If you will think it over yourself you will realize that it is worth while.

As editor to reader I urge you to make it worth while for your own company by seeing that you are correctly listed and starred in The 1923 Warehouse Directory.

If you haven't received your starred 1922 listing in the mail, for revision, send in a complaint, addressing it personally to me. If you were not starred in the 1922 edition and have not received a questionnaire, drop me a line and you will receive one.—KENT B. STILES, Editor.

Fumigation Rooms for Warehouses*

By DR. ROYAL N. CHAPMAN,
State Entomologist, University of Minnesota

THE use of special rooms for fumigation or super-heating stored food has been advocated for a long time. These rooms are useful not only for stored food materials but for anything that is subject to insect infestation, including woolen clothing, furs, and other materials. They may be constructed for fumigation with gas or for heating to high temperatures or for both.

The use of such rooms has now passed beyond the stage of being merely the recommendation of theoretical entomologists. They are now installed and will be a factor in warehousing from now on. The Sun Maid Raisin Growers have been responsible for the installation of fumigation rooms in most of the principal cities of the United

States. The installing was done by the warehouses under an agreement that the Raisin Growers would pay them for fumigating all of their stock each year. The rooms of course belong to the warehouses and may be used for fumigating anything that they choose.

This creates a situation which demands the interest of everyone concerned with the warehousing of any goods which are subject to insect attack. Cold storage firms are of course concerned with this new method for it may change certain practices which are of interest to them. Those who handle any of the dried fruits are also interested in anything which means a change in the handling of these commodities.

THIS new move is to be considered a definite step in advance. However, as with anything that is new, it is necessary to understand fully just what the uses and limitations of such rooms are. Fumigation or super-heating, if properly done, will kill all of the insect life in the material treated. This means that unless additional insects are allowed to attack the goods after fumigation, they will remain free from insects forever. In other words, if a stock of raisins is carefully fumigated, it may then be stored in any room that is free from insects, and it will keep indefinitely so far as insects are concerned.

Prevention Is Difficult

But we cannot overlook the fact that such insects as attack raisins are very prevalent in commerce. It is not always easy to prevent the reinfestation of a stock that has been fumigated. Everyone knows that the older a stock of raisins is, the more likely it is to be "wormy." Fumigation is essentially a process of renewing the raisins so far as the insects are concerned. It does not, however, prevent them from growing old again. That can be done only by careful storage, one method of which is cold storage. Not all "wormy" raisins are old, nor are all old raisins "wormy." The whole process of becoming "wormy" consists simply of permitting the insects to get at the food stock and lay their eggs and then permitting them to remain at a temperature which is favorable for the hatching and development of the insects.

As to the rooms and the process of fumigation, any room which is approximately airtight will do. It should be of good construction, so that it may be kept clean, and it should not be too high in

order that the gas may not stratify. It should be equipped with a fan for ventilating the room, and it should be possible to look in through a window to see that all is well and also to read a thermometer from time to time.

If the room is equipped with at least

"ONLY WAY TO STOP AN INFESTATION"

HERE is an important contribution to a subject of interest to warehousing—elimination of insects through fumigation.

"What could be more logical," Dr. Chapman asks, "than a warehouse with an especially equipped room in which any infested material might be isolated and fumigated? This is the only way to stop an infestation quickly. . . .

"No doubt the keen competition of the present time is going to develop a more critical consuming public. If this is so, it can be met only by giving it a commodity which is more satisfactory in every way. And what is a more satisfactory trend in business than the production and distribution of cleaner and better necessities of life?"

one square foot of steam pipe radiation for each 50 cubic feet of space, and if 50 pounds of steam is available, the room can be quickly heated to 120 deg. F. and held there for a number of hours. This method can be used for any material that will not be injured either by

this temperature or by the drying incident to such treatment.

For the process of fumigation, carbon tetrachloride is the gas now being used for raisins. Carbon disulphide should not be used because of the fire risk. The amount of the gas to be used will vary depending upon the temperature and the time allowed for the fumigation. When it is possible to use a high temperature, the dosage can be reduced and the time shortened. When piles of boxes are fumigated, the time must be long, in order to permit the gas to penetrate.

Gas Must Circulate

At ordinary temperatures 30 pounds of carbon tetrachloride should be used to each 1000 cubic feet of space, and 60 hours permitted if the gas has to penetrate packing goods. At 80 deg. F. 20 pounds of the liquid may be used. The carbon tetrachloride should be poured into shallow pans to evaporate near the top of the room. The shallower the pans, the sooner it will evaporate and start action. Since the liquid weighs about 12½ pounds per gallon, the size of the pans needed may be computed.

When goods are piled on platforms handled by lift jacks, the labor incident to the fumigation is reduced to the minimum. However, it is necessary to place laths between the boxes in the piles and leave a half-inch space between the sides and ends of the boxes for the gas to circulate.

When the fumigation is over, it must be remembered that the gas is heavier than the air and will not go up without a fan to blow it up. Since it acts slowly, there is no particular danger in its use. Too much of it will cause a severe headache, dizziness and nausea. When such symptoms come on, it is time to get out in the fresh air.

There are a number of other precau-

*Paper read before Minnesota Warehousemen's Association.

tions to be observed. If the room is heated with electric heaters, the red hot wires will break down the carbon tetrachloride and release free chlorine. This in turn may attack the wires in the heaters as well as other metal in the room. It will form zinc chloride on all galvanized iron and this will take up moisture, forming a sticky syrup. It is also well to check up the efficiency of the room by placing a few live insects in a representative package before the fumigation. If these are killed, the action of the fumigant is certain. Records of the temperatures should also be kept to make sure that this dosage has been properly computed.

Another warning with regard to the general management of such rooms: If one develops a business of fumigating goods in his fumigation room, as he will want to do after going to the expense of installing it, he must remember that his patrons will be sending insects to his warehouse. This means a good possibility of the place becoming infested, but it is not necessary that it should become infested. Precautions must be taken with regard to infested material when it arrives. It must be kept away from everything else, and most of all, the material that has just been fumigated. The man who is in the fumigation business cannot get away from the fact that he is handling goods that are supposed to be infested and goods that are supposed to be free from insects.

If he lets the insects go over to the newly fumigated stock, his patrons will be worse off than before, because they will assume the goods to be free from insects and will handle them accordingly.

(Note: Dr. Chapman supplemented his formal paper with an account of his trip on which he followed a shipment of flour from Minneapolis to Buffalo by way of Duluth and the Great Lakes. On his journey he searched for insects, and to the steamship company he made the following report:)

On the trip from Duluth to Buffalo, June 22 to June 26, 1922, it was not possible to get down into the hold of the boat. Consequently the work done on this trip had to be confined to the space between decks. The hold was investigated at Buffalo while the boat was being unloaded. On the return trip, the hydrothermograph was placed in the hold, but it could not be visited again until the boat was unloaded in Duluth.

The boat contained some 4500 tons of flour and no grain. The flour in the space between decks was carefully examined for insects, and only two species were found; the white marked spider beetle, *Ptinus fur*, and the meal snout moth, *Pyralis farinalis*. The spider beetles were found in two different places, but in both places they were on the same brand of flour. It was very evident that this flour was infested when it was loaded on the boat, for the shipment had been mixed with other shipments and whenever the beetles were found they were on this same brand at the start. Later some of them were found on nearby flour, but it would ap-

pear that they had been crawling about.

The meal snout moth was found to be prevalent in the flour houses at Buffalo and to a less degree in Duluth. Consequently, I concluded that the meal snout moth came from a warehouse. The warehouses will be taken up later.

The temperature and humidity on the boat was the object of study because the growth and reproduction of the insects depend upon these factors. A knowledge of these conditions makes it possible to predict whether an infestation is apt to increase rapidly.

At the start of the trip a hydrothermograph was placed on a pile of flour in the space between decks. Temperature

would be less than half that of insects near the upper deck.

Now this may begin to sound as if it was intended to discourage the use of fumigation rooms, but such is not the case. In fact, it is intended to endorse their use. What could be more logical than a warehouse with an especially equipped room in which any infested material might be isolated and fumigated? This is the only way to stop an infestation quickly. And what could be more logical than a method of renewing old stocks of goods which are subject to insect attack.

Some readjustment may attend the coming of the fumigation room, but if it is taken advantage of, it is hard to see how anyone will be injured and easy to see how many may be benefited. Some goods may be fumigated and then placed in ordinary storage rather than cold storage. But a cold storage man may meet this argument by installing a fumigation room and giving service both in fumigating to kill the original infestation and then keeping the goods in cold storage to prevent a subsequent infestation. Perhaps there would be a saving on the cold storage because a higher temperature could be maintained.

Those interested in dry goods may also use this method of eradicating moths from woolens or furs. There are also many other possibilities which will develop as time goes on.

No doubt the keen competition of the present time is going to develop a more critical consuming public. If this is so, it can be met only by giving it a commodity which is more satisfactory in every way. And what is a more satisfactory trend in business than the production and distribution of cleaner and better necessities of life?

On the return trip the hydrothermograph was placed in the hold, but through some accident the pen which records the humidity was displaced, and since I could not get down into the hold, this was not discovered until the end of the trip. However, the temperature record accompanying this report is complete. Its uniformity is a great contrast to the record made between decks. The few hours during which the humidity was recorded shows a similar uniformity and suggests that conditions in the hold are much more uniform and favorable for shipping flour than in the space between decks.

The flour warehouses at both ends of the Lakes were examined. The meal snout moth and the meal worm (*Tenebrio molitor*) were the principal insects found. Since both of these insects infect moist and moldy material, their presence is undoubtedly due to the accumulation of waste materials under the floors and near the water. The larvae were found in this material in large numbers. The adult meal snout moths were found on some of the flour in great numbers. As many as 60 were caught on a single bag of semolina in one warehouse.

My conclusion is that shipments of flour in the hold of the boats is very safe as compared with other methods. The most regrettable phase of the practice

is the mixing of the various shipments of flour, making it possible for any insects which may be present in one lot of

flour to spread to other lots. Since the various shipments are again separated when they arrive at Buffalo, there is

little chance of tracing the origin of an infestation which may have been transmitted on the boat.

What About the Future of Warehouse Cost Finding?

Its Past and Present Are Here Charted in Relation to Similar Work by Other Industries. The Chamber of Commerce of the United States Stands Ready to Aid

THE Fabricated Production Department of the Chamber of Commerce of the United States announces that it is prepared to aid groups interested in uniform cost accounting in the following ways:

1. Giving information as to what other trade groups are doing along this line.
2. Explaining the advantages to be secured from uniform cost accounting.
3. Supplying testimonials from executives who are

THE Fabricated Production Department's announcement is of interest to all industries which are engaged in cost-finding studies, but it is peculiarly timely in its relation to the public storage business. Many of the smaller trade associations of warehousing are on the verge of taking up these studies, or at least the men who are leaders of those associations recognize the need for such studies. In at least one of the major warehouse associations there is talk of departmentalizing the cost finding effort.

The Chart Explained

HOW far has warehousing advanced in the study and installation and in providing for future improvement in uniform cost accounting as compared with the other great industries?

On the opposite page is reproduced the first of the Fabricated Production Department's cost accounting progress charts, which the Department hopes to issue annually. This first chart shows warehousing to have progressed through the following three stages:

- A. "Classification of Accounts."
- B. "At Work on Problems."
- C. "Cost Accounting System Completed."

Warehousing as an industry, the chart indicates, still has these two stages to pass through:

- D. "Installation of Cost System."
- E. "Provision Made for Further Improvement of Cost System."

The chart shows (Column D) that thirty-one lines of industry have proceeded, in a group way, with the installation. Warehousing is not shown as being among these.

operating their plants under uniform cost methods.

4. Creating ways and means to arouse interest in uniform cost accounting.

5. Advising as to methods to be adopted to insure installation of a group's uniform cost system once it has been formulated.

And, where the situation demands and warrants it, the Department is prepared to render even more intimate assistance.

The chart indicates further (Column E) that, as the Department's explanatory text of the chart phrases it, twenty-four lines "are adequately providing for the further improvement and development of the uniform cost system." Warehousing is not shown as being among these.

Provision for Future

WAREHOUSING is shown as having passed through the third stage (Column C), the industry's cost accounting system having been completed. In this connection, the announcement by E. W. McCullough, manager of the Fabricated Production Department, has this to say:

"Instances have been called to the attention of the Department where splendidly conceived cost systems have been formulated and then no provision made for installation. A cost system, however admirable in theory, unless widely installed, is of no particular value to an industry, and provision for the installation of the cost system should take on an importance equal to that of the actual planning and formulating of the cost system.

"Cost accounting is not a dead or static thing, but there are developments each year and if an industry is to keep its cost accounting up to date and abreast of the times, it must provide for its further improvement and development."

At the same time, while the chart does not carry warehousing's "line of progress" through Column D and Column E, it will be noted that the industry is placed by the Department within that classification "where interest is vital and thoroughly aroused."

HOW may the trade associations "keep its cost accounting up to date and abreast of the times"? Mr. McCullough makes this suggestion:

"This may be done, first, by forming a cost association within the trade organization where cost accountants may meet three or four times a year to discuss whatever improvements and changes should be made in the standard cost system; and, second, a cost accountant may be employed by the secretary of the trade group who, in co-operation with a cost accounting committee, will keep the members posted as to those changes necessary from time to time in their cost procedure."

Foreign Commerce Book

An exceptionally usable Foreign Commerce Handbook has just been issued by the Foreign Commerce Department of the Chamber of Commerce of the United States.

Within the space of 31 pages this publication condenses a mine of information as to sources of service in foreign trade. Its alphabetical arrangement makes it a handy reference work for the busy exporter or importer. The book contains also a list of the topics of national importance that are engaging the attention of the national Chamber's Foreign Commerce Department Committee under the chairmanship of Willis H. Booth, New York.

Nova Scotia Co. to Build

The Cape Breton Cold Storage Co., North Sydney, Nova Scotia, Can., has let a contract for construction of a \$200,000 cold storage plant. Modern equipment will be installed.

**COMMODITY LINES
FOR WHICH
UNIFORM COST ACCOUNTING
HAS BEEN ACHIEVED OR ATTEMPTED**

FABRICATED PRODUCTION DEPARTMENT
U. S. CHAMBER OF COMMERCE

- A. Classification of Accounts.
- B. At work on Problems.
- C. Cost Accounting System completed.
- D. Installation of Cost System.
- E. Provision made for further improvement of Cost System.

- Where interest is vital and thoroughly aroused.

This Chamber of Commerce chart shows graphically what 109 commodity lines, warehousing included, have been doing in the direction of uniform cost accounting. The public storage business is virtually the only distribution agency taken into consideration in this graph. The chart indicates that warehousing as a group has two important steps ahead—first, installation of the cost system; second, providing for further improvement of its cost system. This is the Fabricated Production Department's "Cost Accounting Progress Chart No. 1," and the Department hopes to issue another chart in 1923. When that new chart appears, will warehousing's "line of progress" have been extended through Columns D and E?

First Principles of Successful Motor Truck Operation

By P. L. Sniffin

MOTOR trucks, varying in numbers, types and capacities, according to individual conditions and requirements, have come to be indispensable features of the modern warehouseman's business. With more and more emphasis continually being placed upon the elements of promptness, dependability and economy in the delivery and handling of warehoused goods, it is to every storage executive's interest to consider, as specifically as possible, the ways and means for accomplishing the most efficient results with truck delivery equipment, at a minimum of maintenance and operating cost.

Without question, the experience of motor truck operators in the warehouse business bears out the fact that the most important consideration lies in the selection of

the proper equipment with respect to number of units, kind, size, type, etc., best suited to handle the hauling requirements most satisfactorily. It is well, therefore, to consider briefly the elements of careful equipment selection, which may be summarized as follows:

1. Determination of particular truck chassis best qualified for type of hauling.
2. Selection of most economical size of truck.
3. Selection of most adaptable body type.
4. Consideration of loading and unloading features, adapting body type to co-ordinate most practically with loading platform and to facilitate rapid unloading at destination.
5. Determination of proper number of vehicles to allow a maximum of service with a minimum of waste.

IN consideration of the question of the most practical truck chassis, it is well to emphasize that many warehousemen have seriously handicapped their experience with trucks at the outset by installing inferior equipment.

Whether the unit decided upon is electric or motor driven, it is well to remember that "first cost" is far from being the most important cost in the end. The successful truck purchase is one that renders efficient service at the lowest cost per ton-mile over a period of years. With a motor truck, it is especially important to remember that the heart of the truck is in the motor, and for that reason the motor should be given the greatest amount of attention. In maintaining a motor delivery truck, fully 80 per cent of the cost of repairs may be traced to the motor.

Determination of the most economical size of trucks depends entirely upon the warehouseman's individual conditions. Yet where loads are uniformly large and routes reasonably long, it is well to consider that per unit of material hauled, the first cost, maintenance cost, operating costs—in fact, every item of expense—decrease as the size of the truck increases.

It has been authoritatively said that the average relative costs per ton-mile are proportionately as follows: One and one-half ton truck, 16 cents; two-ton truck, 13 cents; six-ton truck, $7\frac{1}{2}$ cents. This rate, of course, decreases still more up to the $7\frac{1}{2}$ ton size. It is, then, more economical to haul in large trucks than in small ones. However, it is possible to waste more than enough carrying capacity to make up for this saving by installing a larger truck than the daily loads require.

The factor of body type selection is most important, as much time and money

can be saved in loading and unloading, as well as in handling loads efficiently, if the truck body is best suited to the work it is to do. While the standard van-type of body has been most generally found practical in the furniture warehouse business, individual conditions

of idle equipment time when requirements are low.

Rating the warehouseman's maximum hauling requirements at 100 per cent, it is not difficult to estimate a percentage that will represent the low average. For instance, a warehouseman may find that his average low hauling requirements are 50 per cent, or half of his highest average. In such a case, he might install a 75 per cent equipment. During the busy periods, he may put on an extra shift of drivers, working his trucks more hours per day, and overload if necessary.

There are serious disadvantages to this plan, however, unless measures are adopted to safeguard against them. Overloading and subjecting the trucks to severe grinds are not ordinarily to be recommended as a general policy, since higher repair costs and more rapid depreciation tend to make up for the saving effected. But as a temporary measure during peak requirements only, if the warehouseman has purchased high grade equipment, and if lubrication, inspection and other items of maintenance care are considered accordingly, experience has shown that this plan can be used satisfactorily.

Another method is that of installing enough equipment to handle average loads, and renting additional trucks when needed. Where renting is feasible, the warehouseman who is considering the installation of additional trucks might well ask himself whether such equipment will involve enough idle time in the course of a full year to make up for the cost between an owned truck and one that is rented when additional equipment is needed.

Very roughly, it may be estimated that the cost per day of a rented truck is slightly more than double that of one

YOUR BUSINESS — AND THE MOTOR TRUCK

THIS is the first of a series of articles being written by Mr. Sniffin for *Distribution & Warehousing*. Future texts will deal with driver competition and the bonus system; maintenance, repair and overhauling; cost system; long distance moving; cashing in on the advertising value of truck appearance, and other fundamentals of interest to the truck owners in the warehouse field.

Mr. Sniffin, formerly with the International Motor Co., is widely known as a writer on motor truck topics, and has been making a special study of truck operation in relation to the storage industry.

vary, and if a standard body design is not found which will meet the exact requirements, the cost of having one made to order will be more than justified.

Seasonal Requirements

PERHAPS the most encroaching problem of truck installation is that of handling seasonal hauling requirements so that proper service may be rendered during busiest seasons, with a minimum

owned by the company, assuming, of course, that the latter is kept busy for a full working year. On this basis—and the individual truck owner may readily determine the comparative costs in his own case—it may be seen that when there is enough work to keep a truck busy for half of the year, it is more profitable to own a truck than to rent one.

Routing

CONSIDERABLE opportunity for increasing the productivity of the truck fleet is offered to the warehouseman through properly routing the vehicles in their work, thus covering the greatest amount of service at the lowest cost for equipment and maintenance. Carefully planned routes which keep the trucks constantly busy and which utilize their full carrying capacity as far as possible, may double, or even triple, the efficiency of a truck fleet.

A very large proportion of the cost lies in depreciation and interest on the investment. Thus, by increasing the amount of work accomplished in a given period, the per unit cost of these items is proportionately lower.

Experience has shown that by careful routing the warehouseman may reduce the number of equipment units required, thus cutting down on drivers' wages and all other expenses connected with operating such unnecessary equipment.

The first thought in routing is the elimination of duplicated service. Zone delivery—calling for division of the hauling area into zones, with regular schedules for each truck, allowing, of course, for rush requirements when necessary, has been found to be a very practical basis. With the larger businesses and where the trade area is regularly concentrated, this feature of truck operation has the greater economy advantages. But regardless of what the conditions are, it is true that the warehouseman who goes over his territory carefully, and studies the best ways of handling his trucks on definite routes, will find a substantial saving between this and a method of handling the work in an irregular way, making shipments individually as required.

Maintenance of Vehicles

THE very first problem that arises after installing truck equipment is the formation of a definite policy of maintenance which will insure a long, continuous period of service for each unit of equipment employed. There is, perhaps, no better way of suggesting such a policy than by pointing out that a motor truck requires much the same treatment as a human being, as far as taking precautions and exercising care are concerned.

We all know—or should know—that our personal health is largely a matter of resistance. Systematic eating, enough rest, and the right kind of food keep us in good physical condition, and a motor truck needs systematic lubrication, humane treatment and good lubricating oil just as much as we need the things just mentioned.

We all take extra precautions against

MOTOR TRUCK OPERATION

seasonal conditions. And a motor truck needs the same kind of care—a sort of re-adjustment and general tuning up to meet the different climatic conditions. Most of us are pretty careful not to over-work ourselves or to attempt to carry more work than nature has provided us with facilities for shouldering. We need to keep within our bounds of capacity—and so does a motor truck. We can keep on overloading a motor truck just the same as we can keep on overloading ourselves with work—but sooner or later there's going to be a heavy doctor's bill, to say nothing of a protracted sojourn to the repair shop. And if there comes a time when an emergency demands that we take on more work, we know—or, that is, we should know—that we have to take care of ourselves accordingly if we are to expect the wheels to keep on turning.

Then again, there's that element of good old common sense plus a certain knowledge of fundamentals. Now, the majority of people have at least a smattering of knowledge on the subject of physiology. If we know the prevention of illness and apply them conscientiously we may avoid serious complications. And the same thing holds true if we know what to do when symptoms of illness appear. For instance, when we get a cut or bruise we apply an anti-septic, or when we feel the symptoms of a slight cold, we prescribe a corrective for ourselves. But when something of a serious nature develops, we know that it is far better to call in a physician, or specialist. The point is, however, and this applies to motor trucks, too, that we must know something about the physical make-up in order to be able to recognize symptoms, to know whether they represent small or serious troubles, and to take care of them if they are small ones.

Doesn't it seem, therefore, that every man who is entrusted with the care of a motor truck, representing a financial investment, should learn at least the fundamentals of its operation?

Education, such as this, requires time and thought, but it pays for itself many times over in a more efficient driver and a better serving motor truck.

Importance of Lubrication

AMONG the items of motor truck maintenance the importance of proper lubrication cannot be emphasized too strongly. The proportionate cost of lubrication among the various items of running cost is surprisingly small. For instance, the following table, based on gasoline trucks, showing the percentages of operating costs, has been compiled from accurate records covering several hundred trucks over a period of one year. They represent fairly well the division of expense involved in operating a motor truck under the most general conditions.

	Per Cent
Gasoline	23.21
Depreciation	21.76
Repairs	17.06
Tires	15.16
Garage	14.31
Interest—taxes—license insurance	6.49
Lubrication	2.01

A glance at these figures will immediately show how little actual saving

could be accomplished by buying low-priced lubricants, even if the lower grade materials could render as satisfactory service as the higher grade and those which are higher in first cost. In attempting to save money on the purchase price of oils and greases or on the unrestricted use of lubricants where needed, the truck operator is singling out the very lowest item of operating cost which is so small comparatively that if he could save it all he would be better off by only \$2.01 out of every \$100 he is compelled to spend to keep his truck equipment going.

The cost of gasoline, depreciation and repairs is 62.03 per cent of the total operating cost, and these three items are kept down to the minimum or made excessive by the intelligent use of lubricants, or the failure to exercise judgment in that respect.

A better understanding of the importance of lubrication can be gained if the truck operator will consider the action of oil upon steel surfaces, explained as follows by an expert on lubrication:

"Even the finest steel, polished up to a mirror finish, if placed under a strong microscope, will show thousands of jagged points like the teeth of a saw. When two pieces are rubbed together, these teeth lock with each other. They are ripped out, twisted, and others are pulled into their places.

"Something must be interposed between the surfaces to keep them from tearing each other to rack and ruin. And that something is oil.

"Oil not only fills up the thousands of minute depressions, but it actually interposes a film between the two surfaces. The moving parts of an oiled machine do not rub against each other, but against sides of a thin film of oil which keeps the jagged teeth of steel from coming in contact with each other.

"The molecules which compose oil are perfect globes. So, as a lubricant, oil not only has the advantage of being liquid and, therefore, flowing freely, but it practically places ball bearings between all moving parts and reduces friction to the minimum."

It is important, above all, to remember that oil actually wears out, and it is for this reason that the crankcase and transmission must be drained, cleaned and refilled at regular intervals.

When the truck is operating full time, it is best to drain the crankcase regularly once a week. Transmissions should ordinarily be inspected at least once a month, and oil added if necessary. At yearly intervals, it is well thoroughly to drain the transmission, wash out with kerosene or a hose, and refill.

In the employment of either motor vehicles or electric vehicles in the warehouse business, there are many phases of selection and use which are deserving of careful consideration, both because they are keenly interesting to study and because they present many opportunities for reducing costs and for increasing the quality of the service rendered. Here it has been possible merely to suggest practical measures which, when consid-

(Concluded on page 43)

The Divisions of

Joint Rail and Water Rates

Between the Railroads and the Government-Owned Barge Lines on the Mississippi and Warrior Rivers

By Charles Francis Wood,
Vice-president Warrant Export & Discount Corp., and Consulting Engineer Warrior River Development Committee

TN the Transportation Act of 1920 Congress declared the intention of the people of these United States "to foster and preserve in full vigor both rail and water transportation." As a part of this policy, barge lines established by the Government on the Mississippi and Warrior rivers as war emergencies were continued, public money was appropriated for their operation, and tariffs of joint rail and water rates were promulgated.

Criticism of the operation of the barge line on these waterways has recently been voiced in Congress both in relation to the projects themselves and the operation thereof, because the Mississippi-Warrior service has continually lost money, and the deficit has had to be made up from public funds.

This criticism is growing in volume, and an influential

Senator of the United States has recently declared that unless the lines can be made profitable within the coming fiscal year, further appropriations will be denied. The situation is critical for a development which the majority of our people believe to be vital to the future progress of our country and the prosperity of its citizens.

Investigation discloses:

- (a) That the barge lines are doing a large business in rapidly increasing volume;
- (b) That they appear to be reasonably well managed;
- (c) That they serve a wide public;
- (d) That their published tariffs averaging about 80% of all rail rates should be profitable;
- (e) That in spite of these favorable factors they lose money.

THIS loss of money by the barge lines is chiefly because they are being systematically and ruthlessly robbed by the railroads at river junctions. Not only are the water carriers denied such due compensation for services rendered as a proportional division of the rates would give, but under an outrageously inequitable interpretation of the regulations promulgated by the Railroad Administration, not only is the entire through rate demanded and taken by the rail carrier, but in many instances the rail lines demand up to 50 per cent more for a short haul to the river junction, than they would receive if the ton-

SHIPPERS of many commodities and warehousemen generally should be interested in this waterways article, in which is set forth a situation of current interest to men in the distribution field.

The article comes to *Distribution & Warehousing* from the Warrant Warehouse Co., of Birmingham and Mobile, Ala., with the suggestion that is of informative value to both traffic managers and storage executives.

nage was carried all rail to destination, notwithstanding that the haul to the junction is only a small percentage of the distance to destination.

Under these conditions if the barge line takes any business it not only gets no income but it must pay the railroads a premium for hauling the freight.

These are not idle words. They express a sound conclusion inevitably forced by a study of the official records, which show that the Railroad Administration in its last hours established a basis of division between the rail and water carriers of the joint rates promulgated in the tariffs, and issued various

A Synopsis of Some of the Traffic Rates and Divisions Between the Railroads and United States Barge Lines under the regulations promulgated by the Railroad Administration in connection with the Transportation Act of 1920

Prepared and submitted by Charles Francis Wood, Consulting Engineer, Warrior River Development Committee, Birmingham, Ala.

Transportation via Railroad and Barge Lines Origin	Destination	Commodity	Joint Rate	Miles Carried		Rate Division		Distance, Per Cent		Rate, Per Cent		Railroads Per Cent
				Rail	Barge	Rail	Barge	Rail	Barge	Rail	Barge	
St. Louis, Mo.	Clarksdale, Miss.	Bagging	0.345	77	408	0.27	0.075	15	85	79	21	15 79
St. Louis, Mo.	Monroe, La.	First class	1.83	239	408	1.48	0.55	37	63	81	19	27 81
St. Louis, Mo.	Smithson, Ark.	First class	1.63			1.445	0.195	36	64	88	12	36 88
St. Louis, Mo.	Holly Springs, Miss.	First class	1.28	45	408	0.645	0.625	10	90	50	50	10 50
Holly Springs, Miss.	St. Louis, Mo.	Cotton	0.83	45	408	0.69	0.45	10	90	83	17	10 83
St. Louis, Mo.	Colliston, La.	First class	1.74	219	408	1.41	0.33	33	67	80	20	33 80
New Orleans, La.	Quitman, Miss.	First class	1.035	109	165	1.00	0.035	40	60	97	3	40 97
New Orleans, La.	Quitman, Miss.	Sugar	0.31	109	165	0.25	0.06	40	60	81	19	40 81
New Orleans, La.	Quitman, Miss.	Cotton	0.65	109	165	0.665	0.015	40	60	120	7	40 120
New Orleans, La.	Brownsville, Tenn.	First class	1.325	59	745	0.66	0.665	7	93	41	59	7 41
New Orleans, La.	Brownsville, Tenn.	Sugar	0.405	59	745	0.345	0.06	7	93	85	15	7 85
Brownsville, Tenn.	New Orleans, La.	Cotton	0.80	59	745	0.66	0.14	7	93	83	17	7 83
Mobile, Ala.	Yolando, Ala.	First class	0.875	26	364	0.365	0.51	7	93	42	58	7 42
Mobile, Ala.	Yolando, Ala.	Sugar	0.41	26	364	0.22	0.19	7	93	54	56	7 54
St. Louis, Mo.	Stuttgart, Ark.	First class	1.54	103	408	0.94	0.60	20	80	61	39	20 61
St. Louis, Mo.	Stuttgart, Ark.	Canned goods	0.36	103	408	0.255	0.105	20	80	60	40	20 60
New Orleans, La.	Cullman, Ala.	First class	1.29	77	544	0.615	0.675	12	88	48	52	12 48
Cullman, Ala.	New Orleans, La.	Cotton	0.715	77	544	0.59	0.125	12	88	84	16	12 84
Mobile, Ala.	Borden Springs, Ala.	Cotton	0.155	115	419	1.121	0.429	22	78	72	28	22 72
Borden Springs, Ala.	Mobile, Ala.	Cotton	0.695	115	419	0.485	0.21	22	78	70	30	22 70
Mobile, Ala.	Trenton, Ga.	Sugar	0.37	115	419	0.615	0.245	22	78	167	22	167
Trenton, Ga.	Mobile, Ala.	First class	1.27	148	419	1.145	0.125	27	73	90	10	27 90
New Orleans, La.	Grantville, Ga.	Cotton	0.72	148	419	0.69	0.03	27	73	96	4	27 96
Grantville, Ga.	New Orleans, La.	First class	1.395	224	395	1.408	0.013	36	64	102	36	102
New Orleans, La.	Grantville, Ga.	Cotton	0.70	224	395	0.649	0.061	36	64	92	8	36 92
		Sugar	0.365	224	395	0.77	0.305	36	64	211	..	36 211

rules governing these divisions which in many cases can be and have been so construed as to make it impossible for the water carriers to earn any revenue on the larger part of the traffic carried. One of these rules is as follows:

"If joint rates are established in connection with the water-lines via junctions where divisions of the all rail rates are effective the rail carrier shall receive its proportion of the all rail rates as arrived at by such division."

Another is:

"The rail lines shall receive beyond the nearest pro-rating point their established proportions of the all rail rates."

Under these rules as soon as the traffic began to move the railroads demanded their "Local Rates" as "the established proportion of the all rail rates," thus setting at naught the published through tariffs and nullifying the mandate of Congress.

In this simple, shrewd, and technical way did the railroad interests cripple and ham-string the waterway traffic at its very inception and have thereby largely prevented the movement of through traffic by the barge lines. Where the barge lines have taken the business and hauled the freight a large part of the distance they have been penalized and made to pay a premium for the privilege of hauling the tonnage. Apparently none of our legislators nor any of the friends of the waterways were traffic experts and so they did not catch this "joker" or sense the danger, and this "African in the wood pile" accounts for the willingness of the railroads to let the tariffs be issued with only a nominal fight.

Due to the fact that there were division points and more or less equitable division of rates existing at practically every rail crossing of the Mississippi, the application of these rules to the traffic carried by the Mississippi section has not been as blighting in its effect as on the traffic carried by the Warrior section, with the result that in spite of many handicaps the Mississippi section has built up its business to the point where it is now showing a small profit, but the Warrior section operation is hopeless unless it can secure relief from the iniquitous methods by which the railroads who are parties to its joint tariffs have eliminated even the possibility of success.

As an example of how completely the railroads are strangling the efforts of the people and Congress of the United States to revive a waterway commerce the following tabulation is eloquent:

RATES ON COTTON IN CENTS PER 100 LB.

Traffic		Through Rate			
Origin	Destination	All Rail	Rail and Barge	Local Rate to Tuscaloosa	Loss to Barge Line
Ardmore, Ala.	New Orleans, La....	0.925	0.79	1.095	0.275
Decatur, Ala.	New Orleans, La....	0.875	0.74	1.205	0.465
Flint, Ala.	New Orleans, La....	0.875	0.74	0.97	0.23
Cullman, Ala.	New Orleans, La....	0.85	0.715	0.875	0.16
Montgomery, Ala.	New Orleans, La....	0.75	0.63	0.97	0.34
Wetumpka, Ala.	New Orleans, La....	0.75	0.68	1.125	0.445
Rock Springs, Ala.	New Orleans, La....	0.815	0.68	1.095	0.415

References: Mississippi-Warrior Service Tariffs, I. C. C. A-7; Louisville & Nashville, I. C. C. A-14602, A-14573, A-14843, A-14631, A-14294.

RAIL AND WATER RATES

The few examples therein quoted, while taken at random from the tariffs of the Louisville & Nashville Railroad are neither isolated or extreme. On the contrary the same conditions obtain in practically all tariffs of joint through rail and water rates applicable to the Warrior River section and the same outrageous extortion is being practised by every railroad which reaches a Warrior barge line terminal.

By the application of the rules of the Railroad Administration the rail carriers demand and so far are receiving on all cotton handled by the Warrior section a larger rate for handling the cotton a few miles to the point of interchange than they would receive if they carried the cotton all the way to its destination, while the barge line under the ruling and tariffs above not only gets nothing for hauling the cotton but pays the railroad up to \$2.50 per bale for the privilege of hauling it. *Is it any wonder that the barge lines are losing money?*

While these conditions exist there is little hope that private interests will invest money in waterway transportation

facilities, notwithstanding that our Government has expended millions of dollars to open our inland waterways to navigation, and unless Congress passes some mandatory legislation traffic will be again driven off our inland waterways and the millions which have been spent in improving the Warrior and other rivers will be lost and the rivers revert to their abandoned conditions.

The barge lines should get relief through the Interstate Commerce Commission, to which Congress has given power to fix rates and the division thereof, but there seems little hope of that as the petition of the barge line has been before that tribunal for nearly two years without any indication that there is any relief in sight.

The following statement shows rail and water rates taken at random from the joint tariffs of various railroads and the proportional division of the haul and rate between the railroads and the United States barge lines, as recently recommended to be established by the examiner of the Interstate Commission:

Traffic		Barge Lines Per Cent		Railroads Per Cent		
Origin	Destination	Class or Commodity	Distance	Rates	Distance	Rates
St. Louis, Mo.	Little Rock, Ark.	First class.....	73	45	27	55
St. Louis, Mo.	Forest City, Ark.	First class.....	87	33	13	67
New Orleans, La.	Searcy, Ark.	First class.....	89	54	11	46
New Orleans, La.	Dardanelle, Ark.	First class.....	77	25	23	75
Revenden, Ark.	New Orleans, La.	Cotton.....	55	13	45	87
St. Louis, Mo.	Benton, Ark.	First class.....	72	25	28	75
St. Louis, Mo.	Little Rock, Ark.	First class.....	75	37	25	63
St. Louis, Mo.	Brockley, Ark.	First class.....	85	37	15	63
St. Louis, Mo.	Whitmore, Ark.	First class.....	87	26	13	74
New Orleans, La.	Deckerville, Ark.	Cotton.....	96	34	4	66
St. Louis, Mo.	Hot Springs, Ark.	First class.....	67	35	33	65
St. Louis, Mo.	Pine Bluff, Ark.	First class.....	71	35	29	65
St. Louis, Mo.	Texarkana, Ark.	First class.....	93	48	7	52
New Orleans, La.	Cypress, La.	First class.....	83	33	17	67
New Orleans, La.	Bunkie, La.	First class.....	87.5	33	12.5	67
St. Louis, Mo.	Alexandria, La.	First class.....	86	51	14	49
St. Louis, Mo.	Donaldsonville, La.	Soap.....	95	26	5	74
St. Louis, Mo.	Franklin, La.	First class.....	92	62	8	38
St. Louis, Mo.	Jennings, La.	First class.....	86	53	14	47
St. Louis, Mo.	Opelousas, La.	First class.....	87	51	13	49
Memphis, Tenn.	Minneapolis, Minn.	Burlap bags.....	408 MI.			75.4
Memphis, Tenn.	Louisville, Ky.	Cotton.....	46	21	54	79
New Orleans, La.	Springfield, Mo.	Sugar.....	78	35	22	65
Kansas City, Mo.	New Orleans, La.	Soap.....	69	43	31	57
New Orleans, La.	Omaha, Neb.	Coffee.....	61	33	39	67
New Orleans, La.	Mason City, Iowa	Molasses.....	61	37	39	63
Milwaukee, Wis.	New Orleans, La.	Canned goods.....	76	55	24	45
Green Bay, Wis.	New Orleans, La.	Paper.....	71	45	29	55
Sioux Falls, S. D.	New Orleans, La.	Vehicles.....	66	39	34	61
Int'l Falls, Minn.	New Orleans, La.	Paper.....	56	34	44	66
Wadsworth, Ohio	New Orleans, La.	Matches.....	68	48	32	52
Six Lakes, Mich.	New Orleans, La.	Beans.....	62	35	38	65
Greenville, Mich.	New Orleans, La.	Refrigerators.....	64	35	36	65
Sterling, La.	St. Paul, Minn.	Sugar.....	62.5	25	37.5	125
Sterling, La.	Fort Dodge, Iowa	Sugar.....	1154 MI.	22		122
Gramercy, La.	Milwaukee, Wis.	Sugar.....	74	34	26	66
McCall, La.	Milwaukee, Wis.	Sugar.....	62	3	38	97
Biloxi, Miss.	Des Moines, Iowa	Oyster shells.....	73	25	27	75
Biloxi, Miss.	Kansas City, Mo.	Oyster shells.....	75	23	25	77
Biloxi, Miss.	St. Paul, Minn.	Oyster shells.....	63	20	37	80

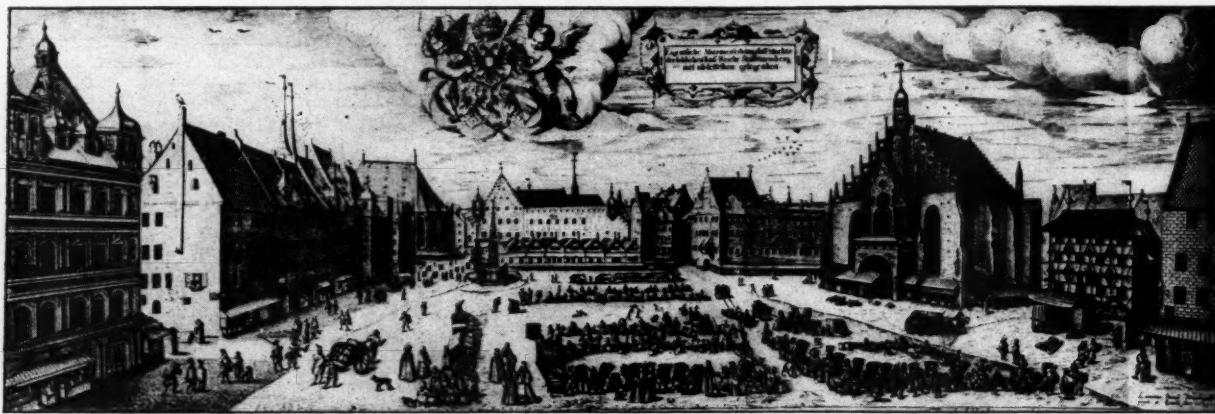
From a study of the above percentages it will be noted that there is no possible principle for a basis of division which can be applied to all of them, and the more they are analyzed the more clearly they show that there is neither sense nor reason in the recommendations.

The illustrations tabulated are not isolated but seem to be typically true of virtually all the tariffs and divisions.

If relief is denied by the Interstate Commerce Commission there is no possible hope of profitable operation because these divisions are wholly without principle and utterly disregard the law of due compensation for services performed, so these barge lines, which are the property of and operated by the United States Government, must be supported by public funds or the barge lines must go out of business when, for the public good, they should be extending their service.

The indications are that these agencies of the people are doomed unless the people and Congress shall rise and de-

(Concluded on page 38)



The Nuremberg warehouses and market, 1500

History of the Warehouse

III

In the Middle Ages

By H. H. MANCHESTER

WHEN the Roman Empire in the West was gradually broken to pieces by wave after wave of barbarian invaders, the roads were destroyed, rivers made unsafe, and seas once more infested with pirates. Commerce was cut off, and each district was compelled to support itself with its own products.

The warehouses of even so great a city as Rome were used no longer for their original purpose, and crumbled into ruins. In some cases their destruction was so sudden, either from violence or fire, that in recent years excavations have disclosed various merchandise still contained in the storerooms where it was placed for safe keeping.

The Advance of the Crescent

The general disorganization of internal trade and external commerce lasted throughout several centuries. In the meantime the Mohammedans had carried the crescent from Arabia into Asia Minor, and all along the northern coast of Africa into southern Spain. Here they rapidly developed a civilization founded upon that of the lands they conquered, and it should be kept in mind that the Dark Ages of Europe were the brilliant ones of the Mohammedan world.

Moslem commerce flourished all the way from India to Spain. The wares of Bagdad, Mecca, Alexandria, Cairo, Seville, and Cordova were interchanged almost as freely as was possible over the same routes in Roman times. In all their trading centers the Moslems constructed important warehouses where the merchandise brought in by caravans from the interiors, and that imported by ships from the Mediterranean and the Red Sea, were stored to be exchanged in the markets, which were a prominent feature of trade at the period.

Commerce between the Mohammedans and the Christian countries of Europe was theoretically prohibited both by the Mohammedans and the Church, but Mohammedan wares found their way into Europe through Constantinople, Rhodes, Sicily, Spain, and even Venice. Arabian money, for example, has been discovered in as far distant countries as Finland.

Sugar, Silk, Glass

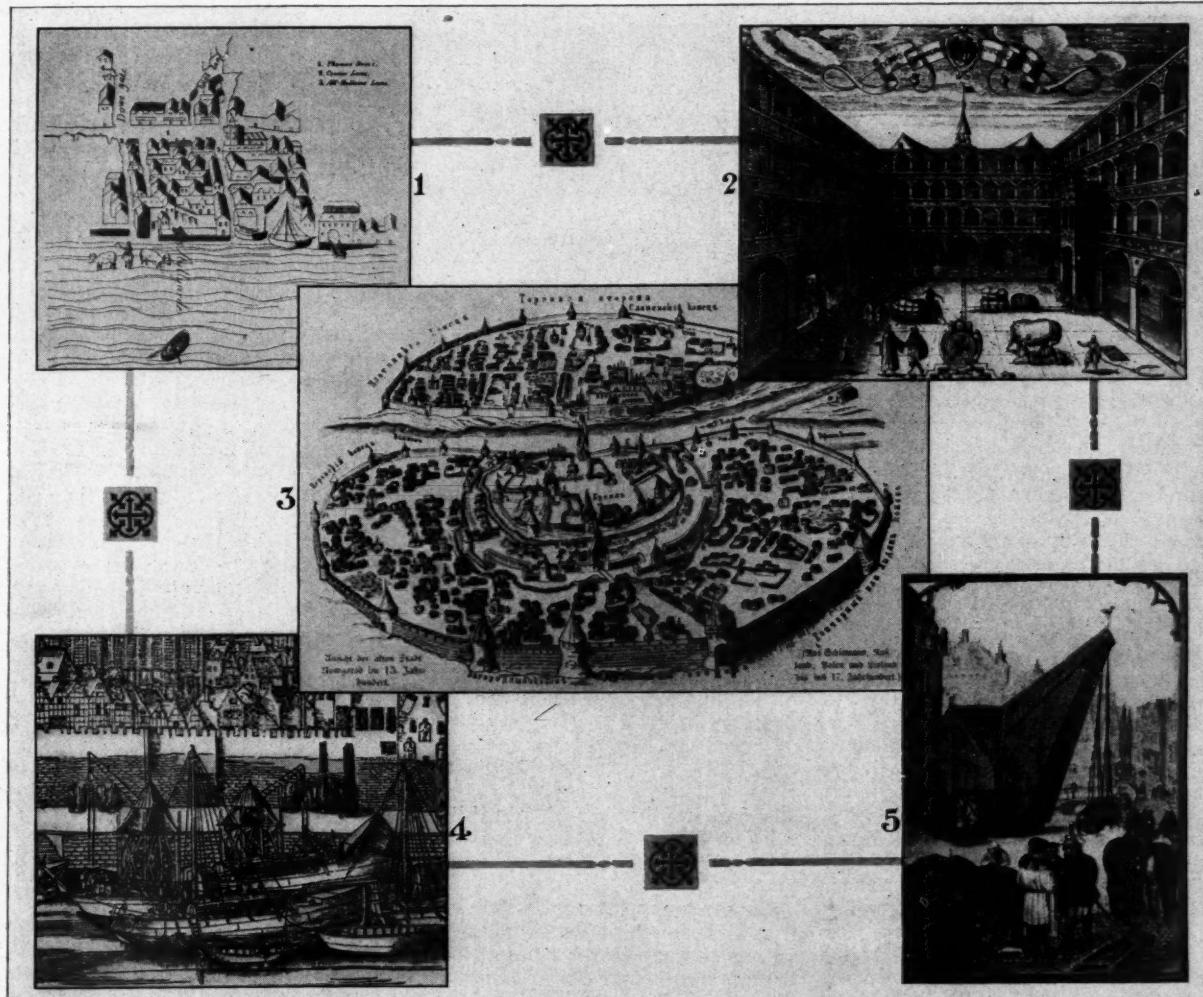
The principal goods stored in Islam commerce were silks, cottons and rugs among textiles; gold and Damascus steel among metals; perfumes, spices, and ostrich plumes. Even more important than these was the first introduction from the Arabs of several

articles now accounted necessities. One of these was cane sugar, which was probably first manufactured in India and was destined to supersede honey, the only sweetener known to the ancient world. The silk worm and the mulberry tree together came from the Arabs, who had imported them from China. Glass and enameling, although known to the Romans, seem to have been reintroduced from the East. Windmills, which had been known only as toys to Graeco-Roman philosophers, were practically developed by the Arabs, and brought from the East into Europe.

Commerce at Venice

These new products, although known to the East a few centuries after the downfall of the western empire, in general were not introduced into Europe until during the Crusades and, as a result of the intercourse between East and West brought about by these religious expeditions.

In the meantime commerce was slowly being opened up once more in Europe, and in its new development the warehouse was playing an absolutely necessary part—one more important than ever before, or possibly than ever since.



1. A mediaeval drawing of the Hanseatic "Steelyard" or warehouse and colony in London. 2. Court of Hanseatic warehouse in Venice, 1600. 3. A 15th Century drawing of Novgorod, Russia, the Hanseatic warehouse outpost for furs. 4. Ships with cranes unloading at the wharf and warehouses of Cologne, 1531. 5. A mediaeval movable crane worked by a tread wheel—note the men inside the wheel. From a 15th Century calendar

The first great commercial city of Europe to develop was probably Venice. Her importance began about 1000 A. D. when she made a trade treaty with the Mohammedans, and got control of the Adriatic. She had practically a monopoly of the salt trade between Hungary and the East, as well as for many years of the importation of eastern products to the West.

When Constantinople was temporarily in the hands of the Crusaders, at the beginning of the 13th Century, Venice was assigned a section of the city where she built herself warehouses, and established an important depot for trade. On this account the Doge of Venice took upon himself the title of "Lord of Three-Eighths of the Roman Empire."

In the 14th Century she sent out three great trading fleets, each under

Government control and convoyed by warships. One was sent to the Black Sea, another to Alexandria, and the third to far off Southampton in England or Bruges in Flanders. All the trading was strictly under Government control, for in those days of piracy the expeditions themselves were made possible only by the Government's warships.

At Trading Points

Warehouses were established at each trading point, and great fairs were regularly conducted where the Venetian importations were exchanged for those of the country. The Government kept a constant trade advisor or consul at each principal port, and his accounts of the goods in demand were far more minute and able than those in general sent in by the

present United States consular service.

At Bruges in particular, which was a free city and gave special privileges to foreign merchants, the Venetian warehouses were under their own control, and practically independent of the city. This important arrangement, however, is more emphatically illustrated in the commerce of other cities.

Another great Mediterranean city was Florence. Perhaps the best idea of her trade may be obtained from the list of her guilds, the more important ones of which governed the city. Her seven great guilds included the judges and notaries, the bankers, the dressers of rough imported cloth, the woolen manufacturers, the silk trade, the furriers, and the physicians and drugists. With the exception of the law



Weighing and loading, 1338-1344. From a manuscript miniature of that date

guild, these were all dealers in international trade. Even the bankers had frequent and important transactions in countries as distant as England. Besides the seven great guilds, there were fourteen lesser ones, which included chiefly retailers and craftsmen and need not be enumerated.

Wool Guilds

The wool and cloth finishing guilds had a great trade with northern Europe, where various warehouses were established to take care of the imports and exports. The woollen guild long had a contract with the Cistercian Monks of England, which was then the greatest wool-producing country, to take their whole output of wool. In 1338 A. D. they manufactured about 80,000 pieces of cloth, and furnished employment for 30,000 people.

The Calamala, or cloth dressing guild, only dressed and dyed imported goods, which they obtained chiefly from Flanders. In 1338 they owned twenty warehouses in the city, and dressed more than 10,000 pieces of rough imported cloth.

Tentacles of Civilization

From the facts already given it is discernible how necessary warehouses were to foreign trade. In order to protect the traders and the goods, the trade at distant points had to be carried on either through fairs or through permanent depots. The fair required a warehouse, though sometimes only temporarily. A permanent warehouse, however, was an essential feature of every trading post. Thus all through the Middle Ages and Early Modern period we find warehouses at the ends of what may be called the tentacles of civilization, carrying the manufactured products of Europe into distant lands, and drawing from them the raw products or merchandise peculiar to the district. This is illustrated, even better than in the Italian cities, in the trade of the Hanseatic towns of Germany.

As early as the 10th Century German cities began to combine in order to make safe the trade routes between

them, and to carry on foreign trade. In 987 A. D. we hear that Cologne merchants maintained warehouses in London to further their commerce with England.

A league was formed between Hamburg and Luebeck, probably in 1169 A. D., which may be considered the beginning of the German Hansa. Soon afterwards it was joined by Cologne, Bremen, Brunswick, Magdeburg, Danzig, and by 1300 there were seventy cities in the league. This protected the trade routes, even though in doing so it had to destroy the castles of many robber barons. It established five great foreign depots with their warehouses—one at Bruges in Flanders, another in Lisbon, a third in London, a fourth at Bergen in Norway, and a fifth at Novgorod in Russia.

Bruges was used as a winter stop-over place for ships bound to and from Lisbon or the Mediterranean. Bergen was the center for the northern fisheries, while Novgorod was the outpost through which were collected the furs of Russia.

Each of these outposts formed a little independent town in the midst of the city where it was located. All the Hanseatic employees, whether merchants, inspectors, craftsmen or apprentices, had to live within the territory of the post. Thus the post consisted of the warehouses, docks, trading hall and the small houses of the post employees. Moreover, no member of a post was permitted to leave it under penalty of death, nor was he allowed to marry, for this might divide his interest. An apprentice obtaining his commercial education had to remain ten years at a post before he could return to Germany and set up in business for himself.

The affairs of the depot were administered by a weekly council at the head of which sat an alderman, and woe to any apprentice who disobeyed its mandates.

The Hanseatic warehouses in London were located in what was called the staelhof, or steel yard. This probably began with a letter of

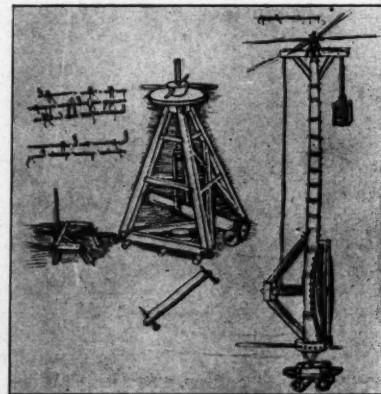
freedom which Richard I gave Cologne merchants relieving them of taxes and tariffs in return for a heavy contribution to his ransom. These privileges were curtailed by King John about 1200, but again extended by Edward I toward the end of the 13th Century. The post formed so independent a district in the heart of mediaeval London that it excited the jealousy of the London merchants, and the city made many attempts to obtain jurisdiction over it. Nevertheless in 1475 Edward IV confirmed the Hansa in their absolute possession of the steel yard. We may add that it was finally abolished by Elizabeth in 1597.

Another interesting outpost was Novgorod. This was practically a fortified foreign colony for Russian trade. It was established as early as 1100, and was the source of the greatest wealth. About 1500, however, the Russian Czar, objecting to an independent town in his domain, as well as to assistance rendered to his enemies, made war against it and finally conquered it. It continued to be a great mart, however, until about 1570, when it was largely burned down in another war with the Czar.

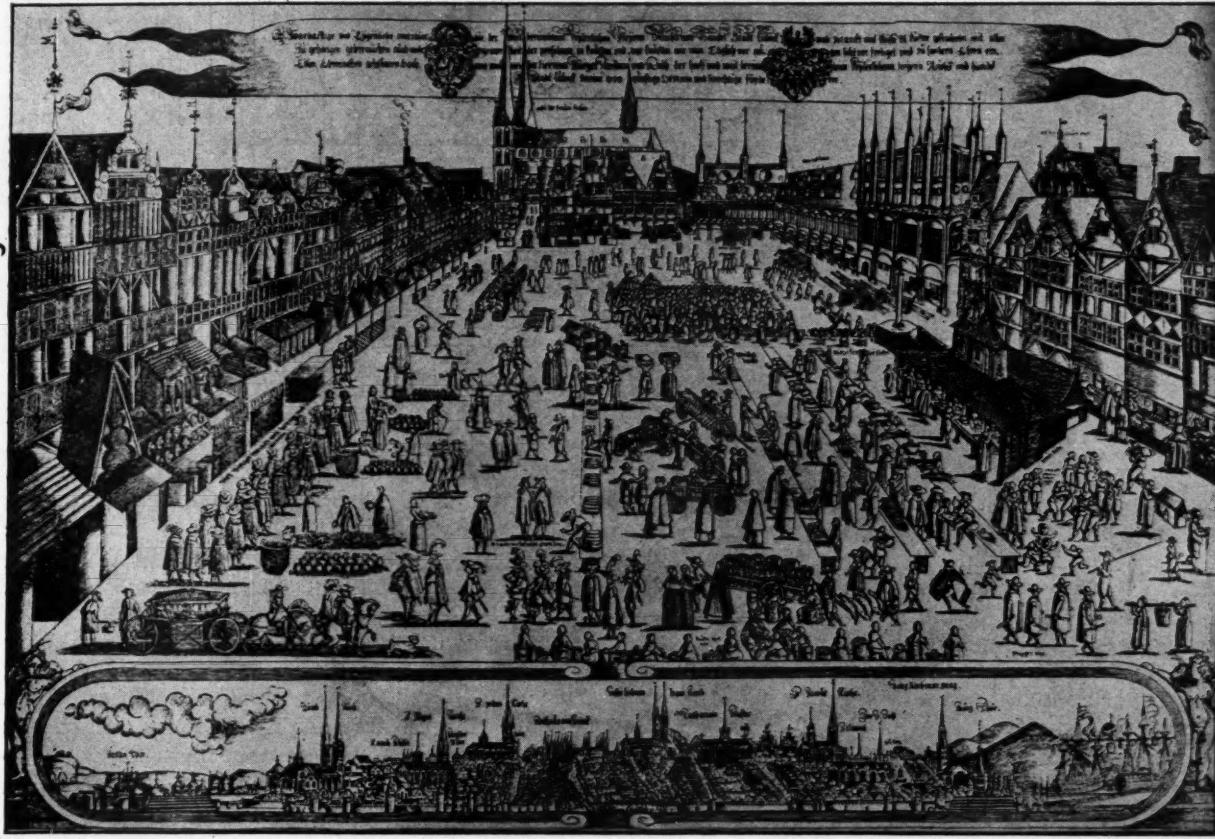
Handling Equipment

Each trading post was equipped with the devices known to the period for handling merchandise. These, however, were not greatly improved over those of the Roman era. At some time during the Middle Ages parallel bars had come in both for carrying merchandise and sliding it down. The wheelbarrow had been invented, which was an important aid in handling small materials. The wheeled truck had also come into use, and was both drawn by horses and pushed by men.

A rather grotesque picture in a manuscript of about 1340 illustrates what has been taken to represent weighing and loading [see photo above].



Sketches of derricks, etc., by Leonardo da Vinci, the great artist and engineer



The warehouses, market and stores of Luebeck, 1580. Note the trucks and other methods of handling merchandise

At least it shows a cask fastened to the short end of a beam which is hung over an axle, so that it may be raised and lowered by manipulating the long end of the beam. This device bore a general resemblance to a tongue and pair of wheels, and may have been used for carrying merchandise to and from the scales.

An endless rope conveyor is pic-

tured in a manuscript of 1410 as being used to convey goods across a ravine to a castle, but there is no evidence that it was as yet used in warehouses.

The most important machine for handling heavy wares was still the treadwheel crane, which dated back to the Roman period. A good illustration of this, set up at a wharf and handling barrels, appears on a calen-

dar of the 15th Century [see page 19]. Such a crane was a regular detail of each outpost, where it was used to help load and unload ships. Some of our illustrations show the customary trucks and other devices in use in handling merchandise at the warehouses, and convince us that reliance was still placed mostly on man and animal power.

W. I. FORD'S HOUSEHOLD GOODS WAREHOUSE IS DESTROYED BY FIRE

FIRE of undetermined origin completely destroyed Warehouse No. 2 of the Inter-State Forwarding Co. at 605-607 Elm Street, Dallas, Tex., on Sept. 16. The total loss was estimated at approximately \$150,000.

The building was filled principally with household goods belonging to private parties.

The value of these goods was in the neighborhood of \$50,000, covered, it is understood, with \$43,000 worth of insurance.

Two business firms occupied part of the space in the warehouse—the Imperial Sugar and the Robertson-White Furniture Co. The Imperial's loss amounted to \$10,000. The building of the J. I. Case Plow Works, adjoining the burned structure, was damaged to the extent of \$10,000.

A fire wall separates Warehouse No. 2, the destroyed building, from Warehouse No. 1, where merchandise is stored and where the Inter-State's offices are located. R. E. Eagon, associate manager, announced that no damage whatever was done to Warehouse No. 1, and the merchandise distribution business goes forward uninterrupted.

The flames in Warehouse No. 2 were well under way when discovered at 7 a. m. by J. H. Chiles, assistant manager. The building was a four-story one of mill construction, containing 60,000 square feet of floor space.

A. W. A. Wires Sympathy

William I. Ford, who is president of the Central Warehousemen's Club and until recently was president of the Texas Warehouse and Transfer Men's Associa-

tion, is president of the Inter-State Forwarding Co.

Mr. Ford was on his way to attend a meeting of warehousemen in New York when he received word, at St. Louis, of the loss of one of his warehouses, and he hurried back to Dallas.

In New York the directors of the American Warehousemen's Association on Sept. 18 sent the following telegram to Mr. Ford:

"May we express to you our sympathy because of the destruction of your warehouse by fire and our hope that your loss is not as heavy as your St. Louis telegram would seem to indicate."

On Sept. 19 the Central Bureau Committee of the A. W. A., also assembled in New York, telegraphed a message of sympathy to Mr. Ford.

EDITOR'S PAGE

Cost Finding Studies

THE Fabricated Production Department—E. W. McCullough, manager—of the Chamber of Commerce of the United States, stands ready to co-operate with the public storage industry in arousing interest among warehousemen in the important subject of uniform cost accounting and in counselling as to methods to be adopted to insure installation of the uniform system which the American Warehousemen's Association has formulated.

A chart issued by the Department shows that warehousing as an industry has during the past few years been studying cost finding in a group way and that its cost accounting system has been completed, and that warehousing is a business where interest in cost finding is "vital and thoroughly aroused."

Nevertheless it must be admitted that a majority of the men in the storage industry look upon the subject as one too deep for the average man's comprehension. They are willing to concede that "probably there's something in it," but its technicalities and its mass of figures and data have discouraged the interest they ought to be taking in it. They are not ready to deny that those of their fellows who are practicing cost finding are benefiting thereby, yet it is a fact that it has been impossible for the enthusiastic disciples of it to arouse the enthusiasm that is desirable.

It will be to warehousing's good interests to stimulate that individual enthusiasm. Mr. McCullough announces that his department is prepared to aid trade groups to that very end. "A cost system, however admirable in theory," he says, "unless widely installed, is of no particular value to an industry and provision for the installation of the cost system should take on an importance equal to that of the actual planning and formulating of the uniform cost system." He is ready to suggest methods looking toward that general installation.

AT the recent Mackinac Island convention of the National Furniture Warehousemen's Association the cost accounting committee urged that the organization employ an accounting firm which would study the household goods cost finding system worked out by the Central Bureau Committee of the American Warehousemen's Association. William T. Bost-

wick, chairman of the committee, suggested that such an accounting firm install the system in eight or ten member houses of the N. F. W. A. and prepare a report to be submitted at a future convention.

Discussion developed a preference from Pacific Coast members that the association's cost finding work be departmentalized, starting perhaps first with the packing department.

The Bostwick recommendation, which was before the convention in the form of a motion, fell through. Instead, a suggestion was adopted that the problem be referred to the association's directors. Discussion had disclosed that out on the Pacific Coast the subject of cost finding was not any too popular among many of the household goods storage executives.

It is the opinion of the Fabricated Production Department of the Chamber of Commerce that it is an excellent thing for a trade group to employ a cost accountant to work in co-operation with that group's cost finding committee in an effort to keep the members of the group posted on cost procedure.

Whether the N. F. W. A. eventually adopts the Bostwick committee's suggestion or departmentalizes the association's cost finding work, the assistance of the national Chamber's Fabricated Production Department is available—which is the important fact.

WHAT may come from warehousing's co-operation with a branch of the Chamber of Commerce of the United States has already been proved—with benefit to warehousing. It was not so long ago that the Chamber's Domestic Distribution Department gave recognition to the importance of the public storage business by having a representative of the American Warehousemen's Association appointed as a member of the Distribution group. The history of what followed is familiar to the men of warehousing. The movement progressed until Secretary of Commerce Hoover called a conference of storage executives interested in standardizing and simplifying warehouse forms and practices in relations with shippers and the public. Future conferences along that line are to be held as part of co-operative work in which the Department of Commerce, the Domestic Distribution Department, shippers and other trade

groups and warehousing's representatives are to participate.

All that was brought about because some of warehousing's leaders visualized the value of keeping in active touch with one branch of the national Chamber of Commerce.

To-day another branch of the Chamber, the Fabricated Production Department, is available for service to warehousing, this time in the matter of cost accounting.

Our industry is overlooking an opportunity if it does not take advantage of that proffer of service.

The Commission "Evil"

THE action taken by various sectional and State warehousing associations condemning the so-called commission evil has resulted in the receipt by *Distribution & Warehousing* of an interesting letter which should provide some food for thought and inquiry on the part of apprehensive storage executives. The letter comes from an advertising authority in Chicago. He writes:

"One would think, upon reading resolutions adopted by some of the associations, that there is only so much business to be had in the United States. Somehow that listens fallacious to me.

"Let any warehouseman talk for twenty minutes with the head of a house publishing periodicals in which advertising is placed. Let him ask that executive what new business has been developed for his papers during the past five years by advertising agencies. The answer will forever destroy any animosity he may feel toward the solicitor. It will turn him sharply around, and from his new viewpoint he will see the solicitor as one of his best friends.

"There is great fear expressed of abuses arising from the paying of commissions to solicitors. Of course there will be abuses, *just as long as the warehousemen permit them.*

"The same abuses developed in the advertising business. Commissions were split. Extra inducements of various sorts were offered to swing accounts from one agency or publication to another.

"The Associated Advertising Clubs of the World organized what they called Vigilance Committees. Later the name was changed to Better Business Bureaus, as being less suggestive of extra-legal hangings.

"It is the office of these Better Business Bureaus to see that the exact abuses so feared by warehousemen are stamped out of the advertising profession. Their subsidiary intent is to prevent the publication of false or misleading advertising.

"Let me propose that the Central Warehousemen's Club appoint an Ethics Maintenance Bureau, to which similarly-named bureaus of the local associations would report. Let this central bureau draft a code of ethics to which all members would subscribe. Compel subscription by all agents before recognizing the right to place business.

"Let it be the business of the local committees to

police their own bailiwicks, reporting violations of the code to the central bureau. That bureau could then take action and, should the warning go unheeded, the bureau could invoke the "Blue Sky" laws of the various States. After a few thorough prosecutions the bureau would find its duties light.

"That is the plan that has put 'Truth in Advertising.' By following it, what the C. W. C. fears may become a series of throat-cuttings may be turned into a source of healthful growth for the entire industry. Likewise, by policing their own industry warehousemen may avoid what eventually must come to any business wherein shady practices become the rule—Federal supervision with all its red tape, delay and expense.

"Better put every agency possible to bringing forth latent business than do without it for fear someone may take a little of that already in hand!"

"Telling the Public"

THE merchandise warehousemen of California are displaying aggressiveness and initiative which are refreshing. The State association has adopted a resolution criticizing the Supreme Court of the United States for directing the Southern Pacific and Central Pacific Railroad interests to "unscramble"; also the State association has come out in opposition to State ownership or management of certain enterprises which the association believes should privately owned and conducted. Meanwhile the Port of San Francisco local association has been doing some research work designed to give the public a comprehensive idea of the magnitude of commercial warehousing at the Golden Gate.

For months now there has been discussion of ways and means of "telling the public" about warehousing—or "selling" the industry to the American people.

California storage executives are pointing the way. They have decided opinions regarding the Supreme Court decision and the State's proposal to control business. By adopting resolutions and handing those resolutions out to the public press they have made known to the people of California in no uncertain terms that they believe their industry is one to be reckoned with in affairs of transportation, commerce and "big business." The San Francisco warehousemen, by issuing statistics regarding their aggregate storage space and tonnage capacity, property valuation, volume of business, yearly payroll, etc., have given the people of their city and State a new insight into the importance of the public storage at the people's service.

Positive actions such as those mentioned in the foregoing are beneficial to the warehouse industry at large and it is to be hoped that the State and local associations in all parts of the country will "carry on" as California's storage interests are doing. Kansas City's association some months ago prepared data on space, capacity, valuation, volume of business, etc., and San Francisco now comes to the front. Local bodies elsewhere should follow suit. To the extent that they do, warehousing will become better known and more intelligently understood.

For the Furniture Warehouseman

A Form for Every Department

VIII

Warehouse Receipt and Identification Card

(Concluded from September issue)

WHEN a depositor sends in for storage articles to be added to a lot previously stored, the report of the uniform methods committee of the American Warehousemen's Association continues, it is necessary to send a receipt for the additional pieces. The report goes on:

"It is possible, of course, to send another warehouse receipt, but if the receipts are already numbered consecutively, this presents difficulties.

"There is shown here [Fig. 1] a sample of 'Receipt for Additional Goods Stored,' to be issued in duplicate, the original going to the customer and the duplicate to be filed by the warehouseman.

"If desired, an additional Identification Card might be designed for use to acknowledge this additional receipt."

IX

Filing System

THE ninth section of the report of the committee, H. L. Halverson, Minneapolis, chairman, declares that "an adequate filing system is a great asset in the storage business," for "the work of the office runs smoothly when it is always possible to find papers, when they are wanted, quickly and easily." The report continues:

"The filing envelope shown here [Fig. 2] is large enough to take in almost any paper used in the course of the storage business without folding. It will expand to take a great many papers which may accumulate during the years in which a lot is stored.

"Each lot coming to storage is given a consecutive lot number and all filing and other references to the lot thereafter are by number. The only alphabetical index used is what is known as a 'visible index,' giving the depositor's name and lot number. A card index may be used, but a visible index is quicker to use.

Consecutive Lot Numbers

"Immediately upon receipt of a lot in the warehouse the name and lot number are placed in the 'live' index—that is, the index of lots then in storage. A

filing envelope is also made out and placed in the file. Thereafter, all papers connected with the storage lot are placed together in this one envelope.

Simplicity

"The completeness and simplicity of this system will be seen at once. When a depositor wishes explanation of any matter connected with the lot, the envelope is removed from the file and in it is found all the necessary data, such as the original moving and packing orders, tally sheets, duplicate warehouse receipt, letters and copies of the answers—everything except the ledger sheet, which is not filed until the lot is closed out.

"This envelope may be used in a flat file, with boxes containing about fifty envelopes each, or a vertical file with guides every fifty envelopes, the latter being more desirable. In a vertical file the printing should be turned the other way of the sheet; not like that on the sample.

"There is a great advantage in having

an envelope, closed at both ends, rather than the folder which is usual in vertical files. In answering correspondence it is convenient to have reference to the whole file and the closed envelope may be removed from the file and carried to the desk of the correspondent, without spilling the contents.

The "Dead" Index

"When a lot is removed from storage the card in the index file is removed to a 'dead' index. The filing envelope, however, is not transferred to another file, thus preserving the continuity of numbers. Eventually, of course, almost all the lots in any block of numbers will go out of storage, in which case the envelopes may be placed in a transfer file and the few remaining 'live' envelopes combined.

"The filing envelope should be designed to fit a standard file for legal size paper. The sample shown is an odd size made to fit a specially built file." (The sample illustrated herewith, Fig. 2, is six inches wide and 12½ inches deep.)

THE BOYD TRANSFER & STORAGE CO.			
Storage Department, 400 East Lake Street			
Minneapolis, Minn., _____ 192_____			
Lot No. _____ Name _____			
List of goods received _____ 192_____ to be added to the above lot,			
subject to the terms and conditions of the warehouse receipt covering said lot, except the Rate of Storage to			
be \$_____ per month, dating from _____ 192_____	New Location Room _____		
NUMBER	ARTICLE	NUMBER	ARTICLE
THE BOYD TRANSFER & STORAGE CO.			
Per _____			

Fig. 1—Suggested form of "Receipt for Additional Goods Stored." As used by Boyd company, this form is of usual letter size

It may be reiterated here, as set forth in the report, that the committee considered it important for the household goods storage executive to have a proper printed form for use in every contingency; that was the objective rather than the preparation of what might be termed a standardized set of forms when any such set recommended perhaps would not contain forms which would "fit the complete needs of any warehouseman anywhere."

Briefly, it was the committee's desire to offer forms "necessary properly to cover the various situations which might arise in the conduct of a household goods storage business, describe and give samples of all such forms, and leave to the future all attempts to draw up some standard form of each kind to be universally used."

Bookkeeping Next

The tenth section of the report, dealing with the bookkeeping system, will be taken up in the November issue of *Distribution & Warehousing*.

**USE OF MONOGRAM
SAVES TIME**

A MONOGRAM which has been indorsed by the transportation companies as being a very good means of identifying packages which go astray has been adopted by the Neal Fireproof Storage Co., Cleveland, and is shown herewith:



Every shipment which leaves the Neal plant is rubber-stamped with one of these monograms. In large size it is placed on each crate, box, barrel and burlapped rug. In small size it is stamped on every bill of lading.

The use of such a monogram, according to Arthur W. Neal, president of the Cleveland company, saves considerable time in loading shipments by not having to use the brush and marking pot.

New Miami Company

The Rickert Warehouse & Storage Co., at Miami, Fla., has been granted letters patent by the Florida State authorities and plans to conduct cold storage warehouses and refrigeration plants. W. H. Rickert is president and treasurer, H. L. Weber is vice-president and A. A. Rickert is secretary.

The capital stock is \$300,000, and the limit of indebtedness amounts to \$400,000.

Form WS 520 6-22

Lot No. _____

The Boyd Transfer & Storage Co.

Name _____

Date stored _____ Rate \$ _____

Receipt delivered _____

Receipt mailed _____

Identification Card signed _____

Identification Card received _____

Second request for return of Card mailed _____

Receipt returned uncalled for _____

Receipt remailed _____

Lot delivered _____

Remarks:

Fig. 2—Sample of filing envelope for use by household goods warehouse.
Original of above is 6 by 12½ inches

INDIANA'S MOTOR BODY IS BROADENED IN SCOPE

THE Allied Motor Commerce of Indiana, organized last fall as a federated body of State trade associations whose members use motor trucks, has been reorganized and its scope broadened. Under new constitution and by-laws announced in Indianapolis on Sept. 21, thousands of individuals, firms and groups not identified with associations are made eligible for membership, together with persons who, while not commercially interested in motor transport or good roads development, are in sympathy with expansion of highway building in Indiana looking toward greater employment of trucks. The three main objects under the new plan are:

1. Public highway development.
2. Equitable legislative regulation of motor vehicles.
3. Reciprocal highway courtesy.

The organization will stand for the idea that the State should be vested with the regulation of rates of highway transport to the end that fair treatment will be accorded the transport people, the shippers and the general public.

Educational campaigns are planned, designed to educate the public regarding motor transport, its benefits and problems, and to effect more careful observance of regulations by owners and drivers of trucks.

These and other activities are directed against the growing antipathy to motor transport and highway development that has raised its head in Indiana. It is hoped to place the two subjects before the people in their true light with a view to increasing the present small mileage of modern highways within the State.

Choosing the Right Vehicle

for Distribution of Goods

Means Keeping Costs

TRUCKING is the camel in the tent—it is one of the biggest expense items and it can make the difference between a good profit and little or no profit dependent on whether it is studied and then handled efficiently, or ignored and perhaps handled inefficiently.

Let us assume that the successful warehouseman is making 10 per cent profit on the years' gross volume. That is to say, 10 per cent after he has handed out the

ANALYSES show that there is a considerable variation in trucking and hauling cost, depending on the type of vehicle used on the different routes. There is no one type of vehicle that is right for all routes. There is no one type of vehicle that is right for every plant. Investigations show that it is frequently possible to save from 20 to 35 per cent of vehicle-operating costs simply by using the right vehicle on each kind of route; that this saving amounts to a sum equivalent to as much as 2 and 3 per cent of the year's gross volume. In other words, instead of making a profit of 10 per cent a year, it is possible in that same distribution warehousing business to make a profit of 12 or 13 per cent a year—thereby increasing profits 20 to 30 per cent—just by using the right equipment on each route.

Now what is meant by the right vehicle on each route? Do not jump at conclusions. That is where the biggest trouble is to-day in trucking and hauling. Few warehousemen know enough about their trucking costs—they are satisfied to jump at conclusions and do not look into costs at all.

Horse Cost Items

There is the choice of three methods—the horse, the gas truck and the electric truck. It is a safe statement that very few horse-users keep complete costs. Therefore they have not a proper basis of comparison.

There are approximately 40 items entering into the total cost of trucking with horses and wagons. Ten of these items have to do with arriving at the total investment in horses, wagons, blankets, land, buildings, harness, etc. The other 30 items have to do with operating costs such as food, bedding, wagon repairs and painting, harness repairs, shoeing, veterinary, building repairs; interest on the investment in building, land, horses, wagons, etc.; depreciation on these different items, insurance on the different items, stable help, taxes and finally drivers' salaries.

Unless the horse owner keeps costs

costs of interest and depreciation on lands and buildings, equipment, office salaries, labor and other expenses—after he has cleaned up his cost of doing business, for having capital invested in the business, taking the risk of losing, etc. If he wants to increase his rate of profit, he must take it out of overhead.

Now just where does trucking fit into this question of increasing profits? Right here:

in such a way that he can get at all of these items, how can he possibly know what his total delivery cost is in relation to gross sales, and how can he possibly make a real comparison between horses and gas trucks and electrics.

In the same way, many warehousemen are operating various makes of gas

DELIVERY COSTS AND GROSS SALES

AT a recent business convention, the presiding officer asked: "What is the relation of delivery costs to gross sales?"

Only two members undertook to answer. A certain vice-president said that in his business it varied in different cities and varied also according to what method of delivery was used—and that it ranged all the way from 12 or 15 per cent up to about 30 per cent. Another convention delegate gave similar testimony. But few of the others had any exact ideas of the relation of their delivery costs to gross sales, although the consensus of opinion seems to be that delivery was costing more than 20 per cent.

It has been estimated by some warehousemen that their delivery costs range from 18 to 25 per cent—with the percentage more than twice that in cases where trucking and hauling alone are done not in connection with warehousing.

trucks and are not keeping complete costs. In some cases complete costs are kept on certain items, but depreciation is not figured and repairs and upkeep are not well worked out.

The reason for going into this situation thoroughly is this:

When the warehouseman buys a horse and wagon, he can be virtually certain that, on the average, the horse will run

frequent-stop city routes for five or six years. Some of the horses may give ten years or more. Some will go lame or drop out in the summer heat in a year or two. But on the average he can be pretty sure of five or six years of service on a good, stiff route. His wagon or truck will survive even longer.

When he buys an inexpensive gas car, he is not buying a vehicle which is going to last, on the average, five or six years. Some warehouse companies trade in their cheap light gas trucks every year, some every two years, and a few every three years.

The expensive makes of gas trucks will last, on the average, about five years.

When it comes to electric trucks, they are built to last ten and fifteen years and longer. Obviously it is not fair to compare the first cost of an electric with the first cost of a gas truck that is going to last a year or two, or even with the first cost of a gas truck that is going to last five years, and it is not fair to compare the first cost of an electric which may last ten or fifteen years with the first cost of a horse outfit that will last five or six years. That is to say, it is not fair to do so unless one looks at all these different cost items and figures them out on a ten or fifteen year basis. If one takes everything into consideration—interest, depreciation, upkeep, operating expenses, etc.—then, of course, that puts it on the basis it should be put, and then we will be able to discuss these things intelligently and decide them intelligently.

Stable and Garage Expense

Just to show how important it is to look at all of the costs, let us take the question of stable expense. Horses and wagons, of course, have to have stables—which means land and buildings and, therefore, interest on the investment, depreciation on the investment and a certain amount of upkeep, repairs and painting on the buildings, etc.

For the gas truck, one either has to have a garage or garage it somewhere else.

At left is shown a Cost Analysis form. Use it—and find out how much your delivery system is actually costing you!

For the electric truck, one may have a garage, or may garage it somewhere else, or may store and charge it at your loading platform, due to the fact that there is no odor, no dirt, no fire risk, this practically saving stable and garage expense.

Obviously there is a marked difference between the three methods from the stable expense point of view, and that makes it extremely desirable to make a complete analysis.

Having arrived at all of costs on whatever method or methods being used, and having contrasted them with the other method or methods of delivery, one then is in a position to judge accurately which method is the most economical. But even then one should consider at least one other point: namely, the difference in the work that can be done.

By having a careful study made of routes, it will be possible to determine whether all three do equal work, or whether gas truck, or the electric truck, can do more than horse and wagon. If either can do more work than horse and wagon, this, of course, gives a better return on investment, a better return for drivers' salaries, etc.

Now we all know that business is good. Very few in the distribution and warehousing business have much to complain about. In spite of the fact that prices have been reduced, the financial volume is good the year over, showing it is a good, healthy business.

The trouble is overhead. Overhead costs are still too high, and this trucking and handling camel in the tent is one that should be investigated.

In order to aid the warehouseman interested in the problem of vehicle costs, there is shown herewith cost analysis form that will enable him to arrive at his yearly cost of operation. Then by multiplying by 10 or 15 years—a period long enough to give a real perspective—it will be seen just how important it is to get at this problem right.

No matter what kind of vehicles the storage executive is operating, he may have his costs gotten together and put down on this form. Then he may look into the cost of operating other types of vehicles on his routes and compare all three on a yearly basis and on a 10 or 15 year basis.

If one fancies that the saving to be effected by the application of the right vehicle to each route is a small one, he will be surprised how big it grows when he multiplies it by 10 or 15 years—a period long enough to take into consideration the difference in the life of the different types of vehicles.

Another thing to figure is the number of days out of service. If we watch it carefully, we find that a horse is sick or has to rest a certain number of days a year. We find that a gas truck is out of service 30 or 40 days a year, especially light gas trucks. Even an electric truck

DELIVERY COSTS

First—Figure Your Investment in Delivery Equipment, Buildings, Land, etc.

Horse and Wagon	Gas Truck	Electric Truck
1. COST OF:	1. COST OF:	1. COST OF:
Horses at	Ton Chassis at	Chassis at
Wagons at	Ton Chassis at	Chassis at
Sets of Harnesses at	Bodies at	Batteries at
Blankets	Bodies at	Bodies at
2. COST OF LAND FOR STABLE	2. COST OF LAND FOR GARAGE	2. COST OF LAND FOR GARAGE
3. COST OF STABLE	3. COST OF GARAGE	3. COST OF GARAGE
4. COST OF EQUIPMENT:	4. COST OF EQUIPMENT:	4. COST OF EQUIPMENT:
Stable Alterations	Garage alterations	Garage alterations
Tools	Tools	Wiring
Parts	Parts	Tools
Cleaning Equipment	Cleaning equipment	Parts
TOTAL INVESTMENT \$	TOTAL INVESTMENT \$	TOTAL INVESTMENT \$

Next—Figure Your Yearly Cost of Operation

Horse and Wagon	Gas Truck	Electric Truck
1. FEED OR RENTAL (per year):	1. FUEL OR RENTAL (per year):	1. ENERGY (per year):
Hay	Gasoline	Current at
Oats	Oil	per KWH.
Sundries	Or truck rental charge	Or truck rental charge
Water	TOTAL	TOTAL
Bedding (Straw)		
Or Horse Rental		
TOTAL		
2. CLEANING AND LUBRICATION MATERIALS (per year):	2. CLEANING AND LUBRICATION MATERIALS (per year):	2. CLEANING AND LUBRICATION MATERIALS (per year):
Axle Grease	Oil	Oil
Kerosene for wagon	Grease	Grease
Lard	Soap	Soap
Soap	Tires	Tires
Water	Rags	Rags
Rags	Sponges	Sponges
Harness Oil	TOTAL	TOTAL
TOTAL		
3. REPAIRS AND UPGRADE (per year):	3. REPAIRS AND UPGRADE (per year):	3. REPAIRS AND UPGRADE (per year):
Wagon Repair	Gum	Gum
Painting	Repair parts	Repair parts
Or wagon rental	Body, Repair and painting	Body, Repair and painting
Harness	Tires	Tires
Shoeing	Batteries	Batteries
Veterinary	To buildings	To buildings
To buildings	Or garage rental	Or garage rental
Or stable rental	TOTAL	TOTAL
TOTAL		
4. INTEREST ON INVESTMENT (per year): (Figure 3% on total investment.)	4. INTEREST ON INVESTMENT (per year): (Figure 3% on total investment.)	4. INTEREST ON INVESTMENT (per year): (Figure 3% on total investment.)
Buildings	Buildings	Buildings
Land	Land	Land
Horses	Vehicles	Vehicles
Wagons	Less tires	Less tires
Equipment	Equipment	Equipment
TOTAL	TOTAL	TOTAL
5. DEPRECIATION (per year):	5. DEPRECIATION (per year):	5. DEPRECIATION (per year):
Stable at 5%	Garage at 5%	Garage at 5%
Horse at 5%	Vehicles at 20 to 30%	Vehicles at 20 to 30%
NOTE: Horses at 20% cost. The average life of the horse is 15 years, though in New York City the average life is 4 years.	(Less tires)	(Less tires)
Wagons at 10%	We have suggested 20 per cent. for vehicles, but your experience may make a better figure to use. At 1-3 per cent. of course, the cost would be lower.	We have suggested 20 per cent. for vehicles, but your experience may make a better figure to use. At 1-3 per cent. of course, the cost would be lower.
Equipment at 10%	Equipment at 10%	Equipment at 10%
TOTAL	TOTAL	TOTAL
6. INSURANCE (per year):	6. INSURANCE (per year):	6. INSURANCE (per year):
Buildings, horses and equipment	Buildings, vehicles and equipment	Buildings, vehicles and equipment
Fire	Fire	Fire
Theft	Theft	Theft
Liability	Liability	Liability
TOTAL	TOTAL	TOTAL
7. LICENSE (per year)	7. LICENSE (per year)	7. LICENSE (per year)
8. STABLE HELP (per year)	8. GARAGE HELP (per year)	8. GARAGE HELP (per year)
9. TAXES (per year):	9. TAXES (per year):	9. TAXES (per year):
Land	Land	Land
Buildings	Buildings	Buildings
TOTAL	TOTAL	TOTAL
Multiply by 10	Multiply by 10	Multiply by 10
Ten Year Cost	Ten Year Cost	Ten Year Cost
DRIVERS' SALARIES AND COMMISSION	DRIVERS' SALARIES AND COMMISSION	DRIVERS' SALARIES AND COMMISSION
GRAND TOTAL	GRAND TOTAL	GRAND TOTAL

Signed

has an occasional layoff, for painting, repairs, etc. We must take these things into consideration because they mean one or two things—either we have to have extra horses or trucks, or we have to have bigger stock of truck repair parts, etc. The fact is that there is quite a difference between the days out of service. In frequent-stop city routes the

horse and the electric truck have quite an advantage over the gas truck—with its numerous complicated parts. A gas truck operating on very long hauls with few stops should not be out of service anywhere near so many days as the gas truck operated on frequent-stop routes.

The sum and substance of this article boil down to this: It is possible to

save enough money on your trucking and hauling costs to increase your net profits 1 per cent, 2 per cent or even 3 per cent—just by getting all your costs of different types of vehicles together, comparing them one with another—horses, gas trucks and electrics—and then by applying the right vehicle to each route.

READERS' FORUM

DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City

Quit Worrying—Be "Sympathetically Non-Committal"

KANSAS CITY

EITOR, *Distribution & Warehousing*: I have been reading with a vast amount of interest the various items which have been published recently under the general head "The Struggle Against Bad Practices." This expression applies with equal force to the bad practice of employing outside promiscuous solicitors on a commission basis, absorption of taxes on merchandise stored, absorption of insurance on goods stored and other new fangled ideas that seem to be creeping into warehousing.

I recently ran across an expression used by the correspondent of The Associated Press who was reporting the attitude of the British Government toward the American proposal to prevent liquor-running from the Bahamas into the United States. In this news dispatch he referred to the attitude of the British Government as being "sympathetically non-committal." This phrase struck me as being one of great use and a very great triumph of linguistic realism.

It Would Clarify

If our fellow warehousemen could only assume this sympathetically non-committal attitude in dealing with these pushing agents, solicitors and to the various other suggestions that are constantly being made by over zealous warehousemen—the atmosphere would

clear quickly.

The really desirable attitude to assume can possibly be expressed by this quotation "On me they smiled, but unbeguiled I saw the snare."

We would so love to close with their offer, but unfortunately we cannot at the moment commit ourselves to so many new thoughts.—L. T. C.

What Is YOUR "Authorized Signature" Policy?

CAMBRIDGE, MASS.

EITOR, *Distribution & Warehousing*: Have you ever run into the question of authorized signatures?

We do not allow warehouses to honor orders unless when authorized by certain people and we have the signature card which we send out with a sample of each signature.

This is similar to the way that business is done with a bank and you know that the banks are distinctly liable if

they honor a wrong signature and even for forgery.

How does this question rest in the warehouse business and is there any possibility of citing one or two cases which might bear upon the point?—L. D. Snow, Traffic Manager., Lever Brothers Company.

Mr. Snow's inquiry is one of interest both to shippers and warehousemen. Discussion should lead to clarity. Let's have some letters.

New Bonded Merchandise Warehouse Is Opened in Dallas

THE Southern Forwarding Co., Inc., at 2108-12 North Lamar Street, Dallas, has opened a new fireproof steel and concrete bonded merchandise warehouse at that address, which is in the heart of the wholesale and depot district.

The business is under the personal supervision of J. H. Booth as general manager. Mr. Booth was for a number of years president, manager and operating executive of the Southwestern Forwarding Co., Inc., in which he retains a large investment.

The Southern company, according to Mr. Booth, will confine its efforts exclusively to merchandise lines and pool car business. It has equipped itself with a fleet of motor trucks to handle that class of business.



TWO BITS

A Bit Here, A Bit There

Vol. III. No. 4

Gotham, October, 1922

News Items

Speaking of matches, which seems to be a live subject in these columns, Isadore Schulman, our bald-headed office boy, estimated that the 144 boxes of same gifted us by Love Crutcher, the K. C. storager, contained about 15,000. Well, we have checked over Isadore's figures & we find it was not 15,000, but approximately 55,440 matches in the 144 boxes, or enough to last us about 20 yrs hence, until when no more appeal for matches will appear in *Two Bits*. (Cheers throughout the U. S.).

John Sinnot, the 2-in-1 shoepolisher-maker of Hamilton, Can., was a recent visitor at this office & was hosted to an 85 ct. luncheon at the Newspaper Club, Inc., in Irv Bush's office bldg on 42nd st. John borrowed 1 of our boxes of matches.

Fred Berry, the B&O storager of Cincinnati, was a *Two Bits* office visitor on Sept. 1 & was surprised to see how big our plant has grown since *Two Bits* was inaugurated 2 1/3d yrs ago. We gave Fred 1 box of matches.

John Simon, the Peoria, Ill., wirefence-maker, became once more a proud papa on Aug. 6, or just too belated for this item to be published in our Sept. issue.

We have sent the little prodigy a box of matches.

The attachés of a certain Central West stge co. send us a letter saying their boss was to Chi. of late & got home 24 hrs. behind schedule on a/c he swallowed too many mugs of near-beer, but we are afraid to publish the storager's identity on a/c of the U. S. libel laws.

Two Bits's fame has spread to Europe. A letter from Frederick Winwood, Ltd., the Worcester, Eng., storagers, asks us to supply them with a copy of an item which appeared in *Two Bits* about 1 yr. back. That item, says the co.'s letter, "caused more hilarity in this office than the news that America had gone dry." We supplied the item, along with 1 box of matches.

(See column to your right)

proper investigation the above is found to be a fact, the contents of this little pkg are to be used to rekindle the flame of love in someone's heart for

[Signed] Two deserted &
neglected KITTENS.

The box was postmarked Kansas City, Mo. We are going to have the red ribbon weaved into a necktie.

Noted Storage Executives Take Pleasure Trips to Famous Mountains



We publish herewith this mo. 2 photos showing warehousemen on summer outings. Group at left are shown half-way up an unidentified mountain, said to be most famous mountain at City Island, N. Y., & highest one within environs of Gotham; these are all eastern stge

executives, the car being driven by Wm. Bostwick, the Gotham storager; photo supplied to "Two Bits" by Walt Sweeting, the Phila. storager, who neglected to remove his straw hat in presence of majestic scenery in background. Group in photo at right are mostly western

The Mystery of the Beribboned Package

IN a 5x6x4 box comes to *Two Bits* 1 pkg. of matches carefully circumscribed by an elegant red ribbon. It is addressed to the entire editorial staff of the Class Journal Co., which publishes this sadly-solemn sheet, & is in response to the staff's round-robin appeal in our Aug. issue that the stge industry send Ye Ed. some matches.

Whom this red-ribboned pkg cometh from Ye Ed. knoweth not for certain, but maybe the industry can guess from the signature to the missive contained therein. The missive 1st quotes the following senseless paragraph from our Aug. issue, to wit:

The other day we was introduced to a Certain Party &, curious-like as women will, she asks: "Are you married?" "We sure are!" we replies & she sighs: "All nice men are married." & we insinuate smartly: "But all married men are not nice." To which she enthusiastically agrees & we got to be quite good friends, if anyone is interested.

The missive in the red-ribboned pkg continues:

Some one has become fickle & it appears that their love in certain directions is on the wane. If after (Concluded at bottom of column just before this one, to your left)



stge executives & was supplied by Harry Kedney, the Minneapolis storager, who took photo half-way up Pike's Peak, Colo., Harry having his camera with him at the time, the photo was snapped; at extreme right may be observed central portion of Ye Ed. of "Two Bits" surmounted by lighted cigar, but something was wrong with camera & only the cigar shows, which is just as well. "Two Bits" offers 1 box of matches to anybody identifying all in both pictures.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Mr. Kaiser is a practicing lawyer who makes a special study of warehousing, transfer and automotive affairs.

Court Decision on Responsibility for Loss and Damage

THE Superior Court of Delaware in a recent case of *Schagrin vs. Bacon*, 117 *Atlantic Reporter*, p. 741, which came before it on an appeal by a warehouseman who had been held responsible for the loss of, and damage to, goods stored with him, decided that the warehouseman had been properly held responsible for the loss and damage, even though it appeared that Bacon, the owner of the goods, had originally stored them with a man named Jacoby, and not with Schagrin, who afterward received possession of the goods when he purchased the warehouse property.

It appeared that Bacon had placed the goods with Jacoby on July 2, 1919. In October, 1920, he received a bill for storage from Schagrin which he paid. Thereafter and until January, 1921, when he withdrew the goods from the warehouse, he received a number of other bills from Schagrin and these he likewise paid.

When Bacon took the goods out of the warehouse, he claimed they were badly damaged from water and that some of the articles he had originally placed in storage were missing, either in whole or in part. Bacon claimed also that the roof of the warehouse was then in a leaky condition and that a window close to where the goods was stored was broken. These allegations were denied by Schagrin, who showed he had come into possession of the property in October, 1921, and contended that the condition of the goods when he delivered them to Bacon was the condition they were in when he received them.

The trial Court allowed the case to go to the jury, which found in Bacon's favor against the warehouseman.

The Superior Court of Delaware, reviewing the case on the warehouseman's appeal, said,

"Prior to the enactment of the Carmack and Cummins amendments to the Interstate Commerce Act, it was often important to ascertain on which of several railroads damages to a shipment passing over connecting carriers was done, the carrier causing such damage being alone responsible. When property was delivered to the consignee in damaged condition and the delivering carrier was sued for the resultant losses, evidence of the condition of the goods

when delivered to the first carrier was admitted as tending to show what goods came into defendant's possession; that they were in good condition when received, and that the loss or injury thereto occurred while in its possession.

"Such proof made a *prima facie* case of neglect against the delivering carrier.

"Ordinarily a bailee, like a carrier, independent of statute, is responsible only for his own negligence and not for the negligence of a preceding bailee. The principle applied to the evidence in connecting carrier cases would therefore seem to apply to cases of successive bailees where the owner has no proof

of what property came into the possession of the delivering bailee or of its condition and value at the time of such bailee's receiving it and, therefore, has no direct evidence of negligence.

"*Ister vs. F. C. Linde Co.*, 33 *Miscellaneous Reporter*, p. 465 (N. Y.) is a bailment case of the character applying the rules laid down in the connecting carrier cases above cited.

"While there was no express notice from Schagrin that he took over the business of Jacoby, his conduct in collecting rent, and in not notifying Bacon to examine the goods that he took from Jacoby, justified Bacon in thinking that Schagrin had taken over the business."

Liability of Rail Carriers at New Agency Stations

IN another recent case, where liability of carriers at new agency stations had to be determined, the U. S. Supreme Court said:

"Less-than-carload freight awaiting shipment must ordinarily be left on the station platform, to be picked up by the passing train, and lots arriving must be dropped on the platform to be called for by the consignee. At such stations the situation in respect to carload freight is not materially different. And this is true whether the car be loaded for shipment on the public siding or on a neighboring private siding, and whether the arriving loaded car be shunted onto a public siding or a private siding. There carload, as well as less-than-carload, freight, whether outgoing or incoming, must ordinarily be left unguarded for an appreciable time.

"It is not unreasonable that shippers at such stations should bear the risks naturally attendant upon the use. The reason why an agent is not appointed is that the traffic to and from the station would not justify the expense. The station is established for the convenience of shippers customarily using it. And the paragraph here in question is apparently designed to shift the risk from the carrier to shipper or consignee of both classes of freight. It does so in the case of less-than-carload freight by having the carrier's liability begin when the goods are put on board cars

and end when they are taken off. It does so in the case of carload freight by limiting liability to the time when the car is attached to or detached from the train.

"But at a station where there is a regularly appointed agent it would be obviously unreasonable to place upon the shipper, after a bill of lading has been issued, the risks attendant upon the loaded car remaining on the public siding, because it has not yet been convenient for the carrier to start it on its journey."—(*Y. & M. V. R. R. Co. vs. Nichols & Co.*, 41 *Supreme Court Rep.* 549).

Signing Bills of Lading

LEgal EDITOR, *Distribution & Warehousing*: As distributors of merchandise which does not belong to us and in which we have no interest, the question has come up as to whether it is proper to sign bills of lading as the shipper. At the top of our bills of lading, the heading reads as follows:

"Received from Mercantile Storage & Warehouse Co. Account of John Doe."

At the bottom of our bills of lading we sign "Mercantile Storage & Warehouse Co., shippers."

In our business are we the shippers or are the owners of the goods the shippers? If the owners of the goods are the shippers, is it correct to say: "Re-

ceived from Mercantile Storage & Warehouse Co. for account of John Doe," or does the phrase "for the account of" give notice to the railroad that we are warehousemen acting only as the agents for the owners of the goods, and if the owners of the goods are the shippers of the goods, must we sign the bottom of the bill of lading, "John Doe, shipper, by Mercantile Storage & Warehouse Co., agent?"—*M. S. & W. Co., Omaha.*

Answer: A forwarder is defined to be: "Specifically in the United States one who ships forward goods for others to their destination of the instrumentality of third persons. . . . Neither a consignor shipping goods nor a carrier engaged in transporting them is a forwarder. The name is applied strictly to one who undertakes to see the goods of another put in the way of transportation without himself incurring the liability of a carrier to deliver them."—*In re Emerson Marlow & Co.*, 199 Fed-eral 95.

A bill of lading is defined as follows: "An instrument issued by the carrier to the consignor consisting of a receipt for the goods and an agreement to carry them from the place of shipment to the place of distribution, is a Bill of Lading."—6 Cyc. 417.

In general the consignor with whom the contract of shipment is made is liable under the contract for the charges provided for therein. And this liability exists regardless of whether the consignor is the owner and irrespective of the failure of the carrier to collect freight from the consignee.—6 Cyc. 500.

On the bottom of the usual Bill of Lading are two lines like the following:

..... SHIPPER
PER

Put your customer's name on the first line and your own on the second.

Negligence Case

THAT a carrier's negligent delivery of goods to a consignee without collecting the freight precludes him from collecting from the consignor, was the Court's decision in the lately decided New York case of *N. Y. Central R. R. Co. vs. Federal Sugar Refining Co.*, reported in 194 N. Y. Supplement, p. 497, where the question of responsibility for freight charges on order notify shipments was the point in issue.

The New York Supreme Court in this case decided that where goods were shipped on a bill of lading to the order of the consignor, with instructions to notify the buyer, and the bill of lading showed on its face that the freight charges had not been repaid, so that they should have been collected from the buyer, the delivery of the goods to the buyer without requiring payment of the freight charges, because of the negligence of the carrier's clerk in stating in the waybill that the charges were prepaid, prevents the carrier from recovering the freight charges from the consignor after the buyer had become insolvent.

It was also held by the Court that the consignor is primarily liable for

DIGESTS

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(La.) Under Act No. 15 of Extra Sess. 1917, Paragraph 2, providing for the taxation of credits of non-resident corporations from business done in the State, accounts arising from sales on credit, of lumber shipped from manufacturing plants in Louisiana, on orders sent to the corporate domicile in Kansas City for acceptance, from which place deliveries were ordered made, did not arise from business done in the State and were not taxable.—*Bowman-Hicks Lumber Co. v. Cole*, 91 So. 744. Key No. 397.

(N. Y. Sup.) A paper given upon the storage of goods containing no reference to the matters specified in the Uniform Warehouse Receipts Act (General Business Law, § 91, subds. c, d, e, h, and i) and having nothing on its face to indicate whether it was intended to be negotiable or non-negotiable, held a "receipt" and not a "letter," "memorandum," or "acknowledgment" of an informal character under section 94, and one purchasing for value supposing it to be negotiable may recover thereon.—*Joseph v. P. Viane, Inc.*, 194 N. Y. S. 235. Key No. 12.

(U. S. Sup.) The various stockyards of the country are public utilities to promote the flow of commerce from the various ranges and farms to the consumers, and conduct a business affected by a public use subject to regulation by Legislative action.—*Stafford v. Wallace*, 42 S. Ct. 397. Key No. 1.

the carrier's charges, and under Interstate Commerce Act (U. S. Comp. St. 8563 et seq.) the carrier cannot bind itself to collect the charges from the consignee, and not from the consignor, to permit which would permit discrimination between shippers, which that Act was intended to prevent.

Carrier Not Within Rights

And further, that where a carrier accepted a shipment of goods under an order notify bill of lading, it had no right to deliver the goods to the notify party without requiring the payment of its charges in accordance with the terms of the bill of lading, and thereafter to hold the consignor for such charges because of the insolvency of the notify party, as a rule permitting the carrier so to do would give them an opportunity to discriminate between shippers, contrary to the purpose of the Interstate

Commerce Act (U. S. Comp. St. 8563 et seq.)

The Court also reached the conclusion that even if the negligence of the carrier delivering the goods, shipped under an order notify bill of lading to the notify party without requiring payment of the freight by the notify party as required by the bill of lading, does not relieve the consignor of its liability for the payment of such charges, the consignor can set off against such liability its claim for damages caused by the carrier's negligence in not requiring payment of the charges.

Briefs

AN unprecedented flood being an act of God, a warehouseman is not liable for damages therefrom to goods stored in his warehouse, unless he was negligent in placing the goods in his basement, and that was the proximate cause of their loss, according to the decision in the Texas case of *American Railway Express Co. vs. Kornblatt*, 242 South-western, Reported pg. 341.

That negligence on the part of a warehouseman is presumed when goods are turned over to him in good condition, but are returned in a damaged condition, was the decision of the Court on the case of *Schwartz vs. Michigan Warehouse Co.*, reported in 189 Northwestern, Reported pg. 1.

A paper delivered by a warehouseman upon the storage of goods is a warehouseman's receipt, even though it may not contain the word "receipt" or any derivation or synonym of the word "receipt," and may not comply with the form of receipt required by the New York General Business Laws (Consolidated Laws, Chap. 20) because it is not numbered and does not contain a statement as to whether the goods will be delivered to the bearer, to a specified person, or to a specified person or his order, nor the rate of storage charged, the name of the owner and the amount of advances made and of liabilities incurred for which the warehouseman claims a lien. The foregoing was the decision of the New York Courts in the case of *Joseph vs. Viane* reported in 118, Miscellaneous Reporter, pg. 344.

That duly established and filed rates and contracts, such as the uniform express receipt, are binding upon shippers until they are held unreasonable by the Interstate Commerce Commission or by the Federal Courts, was the decision in the case of *Moxier vs. Barrett*, reported in 193, New York Supplement, pg. 579.

A "bill of lading" is an agreement between a shipper and a carrier for a consideration to deliver goods at a certain place to a specified consignee. *Swift vs. Davis*, 193 New York Supplement, pg. 848.

Government Asks Bids on Space, "For Storage Only," at Boston's Army Base

THE Boston Army Supply Base at South Boston, one of the largest single building projects in the world, is also one of the best equipped plants in existence with regard to the handling of steamship cargo. All freight to and from ships are handled by four semi-portal bridge type cranes. The machines make possible so striking a performance as the loading of an 8000-ton vessel in about 55½ hours or 2½ days.

The necessity of mechanical equipment for the handling of freight is evident when we consider the size of the plant which the cranes serve. There is a mile of berthing space for ocean steamships, with 35 feet of water for half of this length and the remainder already dredged to 30 feet at mean low water. The floor space within the buildings of the base totals more than 60 acres, and there are many additional acres in open storage, platforms, paved roadways and railway tracks.

Three distinct units compose the Boston Base—the section operated by the Army, that operated by the Navy, and the utility group, including administration building, electric sub-station and accessories.

8-Story Army Warehouse

The Army section is composed of a wharf shed of two stories and a warehouse of eight stories. The wharf shed and the warehouse are parallel and between them are railway tracks and a roadway for trucks. The wharf shed spans nearly a third of a mile in length and 100 feet in width and has a floor area of 320,000 square feet. The Army warehouse has the same length as the shed, 1638 feet, and a total area of 1,651,000 square feet. The function of the warehouse is the storage of merchandise intended to be held for a long time, and to furnish goods to replace those delayed in railroad transportation. Its foundations consist of concrete cylinders, one under each column, built in open wells made by sinking concrete shells 8 inches thick and 6 feet in outside diameter, into the clay stratum. The wharf shed foundations are wooden piles and the interior foundations for the pier shed are concrete piles.

The Navy section is formed by two freight sheds, each 924 feet long and 100 feet wide, three stories in height, with a floor area of 580,000 square feet. The buildings are connected by four bridges over three depressed tracks. There is a berthing space of 2200 linear feet alongside, with 30 feet of water, later to be increased to 35 feet.

The cranes operate on the Army section's landing platform which borders the reserved channel and extends beyond the building in both directions.

The cranes are between the wharf shed and the water, a space of 35 feet in width having two railroad tracks for the delivery of freight from main line tracks to the ships and vice versa. They transfer freight between either story of the shed and the ships, doing other general service as well. The platform which the semi-portal cranes serve is three-quarters of a mile long and 30 feet wide.

Crane Operation

Each crane has the mechanical structure of a traveling semi-portal bridge which carries a rotating framework supporting at its forward end a luffing boom. The bridge travels on two rails, one near the face of the wharf and the

THE Government's policy of allowing army base storage space to be thrown into competition with the public warehouse industry apparently is to be continued in connection with the disposition of the Federal plant at South Boston.

Advertisements appeared in Boston papers during September offering 145,000 square feet of floor space for lease for storage purposes only. It was stipulated that bids would close on Oct. 10.

What is to be found at the South Boston base is told in this article.

other held by brackets carried on the side of the wharf shed. There are four distinct motions of the crane—bridge travel along the wharf; trolley slewing; boom hoisting or luffing, and load hoisting. All motions are regulated by an operator in the cab on the rotating carriage. The design of the cranes permits of addition of drum buckets for the operation of the two-rope grab buckets. The mechanism of the crane is such that either hoisting or luffing can be performed simultaneously with both rotating and traveling motions.

Protecting Labor

The crane's capacity is 8000 pounds at a distance of 29 feet and 5000 pounds at a distance of 52 feet from the center of the rotating carriage. Occasionally it has lifted 8000 pounds at 52 feet from the center of rotating without undue strain. The various speeds of the crane with its different motions are as follows: Hoist 5000 pounds at 280 feet per minute; 8000 pounds at 200 feet per minute; boom hoisting or luffing at 125 feet per minute; slewing at 2 rotations per minute with 5000 pounds load at a maximum radius; travel of bridge along wharf at 300 to 350 feet per minute.

There is every device for insuring the safety of the workmen. No inflammable material has been used in the construction of the cranes and there are guards enclosing all dangerous parts. Overtravel is made impossible by a limit switch on the hoist. A foot gong in the operator's cab is for signaling, and there is one which rings for warning continuously while the crane is in motion.

The economy effected by the cranes may be grasped in considering the rate of speed at which freight may be handled. Two hundred carloads, 6000 tons, can be unloaded from freight cars and put into storage in the wharf shed in a ten-hour day. One hundred and forty carloads, 4200 tons, can be unloaded from freight cars and put into storage in the shed in a ten-hour day. One hundred carloads, 3000 tons, can be unloaded from freight cars and put into storage in the lower story of the shed in a ten-hour day.

The Government acceptance test of the cranes, made Sept. 17, 1919, gave records in which every instance in the speed of the different motions and cycle of operation exceeded those called for in the specification. The test load was a steel bucket filled with cement, having a total weight of 5000 pounds.

Automatic Elevators

Another interesting performance was the unloading of wool from barges. One of the cranes made 73 trips an hour, taking each trip three bales weighing from 500 to 800 pounds each. The operation consisted of the picking up of the wool from the lighter at the wharf-side, about on the level of the wharf, making a vertical lift on the hoist line of about 40 feet, rotating the boom through an angle of about 120 degrees, and traveling the bridge about 30 feet along the wharf, delivering the load on the second story platform along the wharf shed. The crane performed the whole cycle in about 45 seconds; this would mean theoretically 80 trips per hour, but on account of unavoidable delays during the hour the number of trips was 73.

There is other notable mechanical equipment in the Army Base beside the cranes. In the Army warehouse are twenty-four elevators, each of 10,000 pounds capacity, speeded at 150 feet per minute. They are automatic in their stopping, self-adjusting to the floors and self-leveling.

Electric tractors and trailers form the basis of the transportation system within the building. On account of bridges connecting the warehouse with the wharf shed, as well as the roadway between, the tractors and trailers can operate with the greatest expediency in the receiving, shipping and storage of all merchandise.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

News of the American Warehousemen's Association

President's Convention Letter—Directors and Central Bureau Meet

"WE are approaching the season of the year when your officers are laying plans for the annual convention to be held in Cleveland the first week in December next," W. W. Morse, Minneapolis, president of the American Warehousemen's Association, says in a letter to the members, "and we hope to make this convention the most interesting and instructive warehousemen's convention ever held.

"You and I are engaged in the best business in the world and one of the most essential, as it has to do with every phase of life, under all conditions. We should strive to make it a better one, to render the very best service possible to the public and be leaders in our respective communities.

"Furthermore, we want the American Warehousemen's Association to stand so well in the esteem of all who use the public warehouses, that warehousemen who are not now members will join and the influence of the A. W. A. will be widened and that we shall have all warehousemen members of our association.

"We must all be continually on the lookout for things that are helpful to our members. We want your advice and counsel, not only on convention matters but on all matters pertaining to our association. We must have thorough co-operation from each member and we are looking for every constructive suggestion to that end. Our general secretary and the standing committees are doing wonderful work and we want all the co-operation possible to enable them to secure the success for their work which their efforts deserve.

"At this time when your officers are making plans for the program for the annual convention, the writer would be glad to hear from you with suggestions as to whom you would prefer for set speeches, what subjects you wish discussed on the floor of the convention by members, and whom you have in mind to lead or take part in such discussion.

"Let us hear from you with suggestions and advice and begin to lay your

plans now to be present at the meeting in Cleveland in December."

New Members

Charles L. Criss, Pittsburgh, general secretary, announces the election to the A. W. A. of the following new members:

Jones-Clark Trucking & Storage Co., Utica, N. Y.

Manning Warehouse & Transfer Co., Portland, Ore.

Muskogee Transfer & Storage Co., Muskogee, Okla.

Southern Refrigeration Co., Bluefield, Va.

The first three are affiliated with the merchandise and household goods divisions and the Bluefield company with the cold storage division.

Encyclopedia Progressing

The merchandise members of the Central Bureau Committee—T. E. Witters, Baltimore, chairman—met in New York on Sept. 19, 20 and 21 to continue their work of preparing for publication the volume to be known as the Warehousemen's Encyclopedia of Storage and Handling. Attending the meeting with Mr. Witters were Chester B. Carruth, Boston, actuary for the Massachusetts Warehousemen's Association, and H. I. Jacobson, manager of the Warehousemen's Association of the Port of New York, who together are doing the actual work of compiling information for the encyclopedia; John Bekins, Omaha; E. H. Maxwell, New York; S. G. Spear, Boston, and D. L. Tilly, New York. President Morse and several of the directors were present at various sessions.

It is anticipated that the first volume of the Encyclopedia will be ready for distribution before the coming convention of the American Warehousemen's Association and will cover a considerable number of the commodities usually stored by merchandise warehousemen. It is expected that new volumes will be

issued annually and that thereby complete information regarding all commodities will eventually become available. That the Encyclopedia will fill a void in the bibliography of the storage industry is everywhere recognized, and the demand for the first volume should immediately absorb the edition to be issued.

A Book of General Interest

Because of the valuable information it will contain, the book is expected to be in demand not alone by merchandise and cold storage warehousemen throughout the country, but by shippers, engineers, railroad and steamship officials, importers and exporters, wholesale grocers and many other lines of industry, traffic associations and commerce chambers, and Government, public and other libraries.

The volume will be published by the Central Bureau Committee and will be sold at as low a figure as the cost of compilation will permit. It is not intended, however, to limit its circulation to the members of the American Warehousemen's Association.

The general plan of the Encyclopedia, subject to elaboration and change as it progresses, is to contain general information regarding various commodities. A description of the commodity, its place of origin, use, varieties, and peculiarities which it presents to the warehousemen, together with its type, size, and weight of its various packages, will be presented in detail. The classification will be supplemented with tables enabling warehousemen to calculate rates based on the various classifications shown. The Encyclopedia will not in any way quote rates for any given commodity or any given service, the tables being arranged in such a manner that the warehouseman must first determine the basis for his rate; then, having done so, he can arrive at specific rates for specific commodities.

As an appendix there will appear a complete discussion of the classification and rate-making theories.

Receipts Situation

The standard form of negotiable and non-negotiable receipt, as discussed at the convention in St. Louis last December, is nearing completion in the hands of the receipts committee, of which P. L. Gerhardt, New York, is chairman. The document is expected to be ready for final presentation and approval at the coming December meeting in Cleveland.

Memorial to Mr. Read

At a meeting of the A. W. A. directors in New York on Sept. 18, the board of directors authorized the preparation of a memorial text in tribute to the late Albert M. Read, Washington, D. C., who was chairman of the legislative committee, and a former president, of the association. The memorial will be presented to Mrs. Read.

Library Donation

The complete A. W. A. documents on standardization, cost finding, packing specifications, etc., are to be presented to the Hotel McAlpin, New York, which is compiling a library to comprise the ten basic books about each of the important industries. Warehousing is included in the list of industries decided upon, and L. M. Boomer, managing director of the McAlpin, wrote to the A. W. A. asking 1st suggestions as to basic books on warehousing. Mr. Boomer wrote in part:

"I believe that if all business men would post themselves on their business by reading those books which deal with the fundamentals of their industry, more intelligent effort would be the result, and business everywhere would be on a sounder basis.

"It is my thought that the bibliography which will result will be of great value to business men everywhere and will stimulate them to look more seriously upon the importance of reading books which are by the unanimous opinion of their colleagues considered most vital."

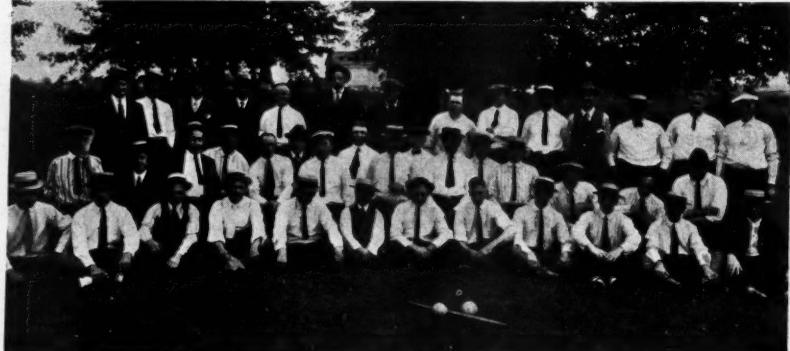
The A. W. A. directors at their Sept. 18 meeting in New York authorized the gift of the completed A. W. A. pamphlets toward the McAlpin library.

Warehouse Protection

President Morse has been authorized by the directors to enter into a contract with the William J. Burns National Detective Agency much in the way that other industries, including banking associations, have arranged with the agency for protective purposes.

The contract, it should be emphasized, places no obligations whatever upon any member of the A. W. A. It gives to each member the privilege of purchasing, at \$2 a piece, signs bearing such a caption as "This Warehouse Protected by William J. Burns National Detective Agency," and the right to place those signs in conspicuous places in and around the storage plant.

Should the member desire the services

Clevelanders Have Another Outing

Left to right, bottom row: H. F. Long, American Railway Express; B. R. Brennan, Big Four Railroad; J. P. Rinella, Erie Railroad; J. C. Fisher, N. & S. S. Railroad; A. E. Stapleford, Nickel Plate Railroad; F. W. Greer, Pennsylvania Railroad; J. Parnall, N. & S. S. Railroad; O. F. Murray, B. & O. Railroad; E. D. Shenk, Wheeling & Lake Erie Railroad; William McLaughlin, Wheeling & Lake Erie Railroad; F. R. Wooldridge, Pennsylvania Railroad; H. S. Walker, Pennsylvania Railroad.

Center row: Frank Laughlin, Erie Railroad; William Rankin, American Railway Express; W. R. Thomas, Lincoln Fireproof Storage Co.; O. L. Scott, Scott Bros. Fireproof Storage Co.; A. W. S. LeQuane, Pennsylvania Railroad; L. A. Roller, Lakewood Fireproof Storage Co.; G. R. Littell, B. & O. Railroad; Mead Redhead, Redhead Storage Co. and president Cleveland association; G. E. Richards, Pennsylvania Railroad; W. R. Kissick, Neal Fireproof Storage Co.; G. A. Wassman, Pennsylvania Railroad; J. F. Kearns, Redhead Storage Co.; Charles Moore, Pennsylvania Railroad; L. J. Weiss, Andrews Fireproof Storage Co.; L. A. Roelle, Trans-Continental Freight Co.; J. M. Moyer, Nickel Plate Railroad.

Top row: D. A. Marsh, New York Central Railroad; J. J. Gund, Lakewood Fireproof Storage Co.; R. M. Andrews, Andrews Fireproof Storage Co.; A. E. Slater, W. H. Turner, Lincoln Fireproof Storage Co.; R. L. Shook, Scott Bros. Fireproof Storage Co.; William E. Joslin, Scott Bros. Fireproof Storage Co.; W. J. Norton, Norton Company; T. J. Moffett, Lincoln Fireproof Storage Co.; George A. Rutherford, Lincoln Fireproof Storage Co.; C. J. Neal, Neal Fireproof Storage Co.; R. H. Woodruff, Andrews Fireproof Storage Co.; E. L. Carroll, Detroit, Distribution & Warehousing; C. D. Willsworth, Andrews Fireproof Storage Co.

of a detective agency, the contract does not obligate the member to do business with the Burns agency; the member is left free to employ the services of another agency if he desires.

The value of the arrangement lies in the psychological effect of presence of the signs in warehouse offices and on exterior walls.

Cleveland Furniture Warehousemen's Association**Railroad Men Guests**

THE second annual outing of the Cleveland Furniture Warehousemen's Association was held on the afternoon and evening of Aug. 29 at Dover Inn, fifty-three members and guests attending. The guests included all of the freight agents and cashiers of the various railroads entering Cleveland.

The afternoon was taken up with various games, and the "boys" played like youngsters in knee pants. The result of the baseball game, Guests vs. Warehousemen, was 11 to 10 in favor of the guests. A horseshoe pitching contest was won by Thomas Heil, Jr., president of the Windermere Transfer & Moving Co. The winner of a pogo-stick race was B. R. Brennan, of the Big Four Railroad. In the evening a dinner was served, followed by speeches by some of the guests and by singing led by H. A. McDonald of the Cleveland Electric Illuminating Co.

Long Distance Transport

At the Cleveland association's monthly meeting at the Cleveland Athletic Club, on Sept. 12, C. J. Neal told the members about the household goods warehousemen's conference, in New York on Aug. 16, to discuss the problem of long distance moving by motor truck. Mr. Neal is a member of the committee which the conference authorized to conduct an inquiry on behalf of some of the furniture storage executives in eastern cities. (The story of the New York conference appeared in the September issue of *Distribution & Warehousing*.)

Committee to Investigate

Following Mr. Neal's talk at the Cleveland meeting, the association's committee on moving was instructed to endeavor to formulate some workable plan whereby the Cleveland members may co-operate with one another and with warehousemen in other cities within a radius of 300 miles of Cleveland. The committee was asked to submit its plan within sixty days.

Guests at the Sept. 12 meeting included W. W. Morse, Minneapolis, president of the American Warehousemen's Association, and C. C. Daniel, president of the Central Storage Co. of Kansas City. Mr. Morse discussed the possibilities of long distance moving by motor truck, and Mr. Daniel talked on the value of co-operation. Mead Redhead, president, was in the chair.

Central Warehousemen's Club

Rate Guide No. 3

FROM the office of the secretary, George A. Rhame, Minneapolis, has been distributed the Central Warehousemen's Club's Rate Guide No. 3. The printer's proof of this 34-page document was discussed at the Central's Denver convention in July and the members took copies home with them and sent Mr. Rhame suggestions as to desirable changes. Later the rate guide committee, of which Sidney A. Smith, Chicago, is chairman, met in Minneapolis to consider the suggestions, and the guide as now issued is the result. The booklet contains the following features.

1. Standard Terms and Conditions.
2. Merchandise Handling Base Rate Table.
3. Merchandise Storage Base Rate Table.
4. Small Lots and Varieties.
5. Merchandise Lot Unit Explanation.
6. Merchandise Base Rate Storage Table.
7. Automobiles, Auto Trucks, Tractors.
8. Commodities Classified.
9. Merchandise Cartage Base Rate Table.
10. Household Goods Storage Table.

Yearly Meeting Dec. 5

Announcement is made by Secretary Rhame that the annual convention of the Central will be held on Tuesday, Dec. 5, followed by sessions jointly with the American Warehousemen's Association, at Cleveland.

Officers will be elected on the 5th and other business of direct interest to the Central's members will be transacted on that day. A program is being worked out which will be in harmony with that of the A. W. A.

Connecticut Warehousemen's Association

September Meeting

THE Connecticut Warehousemen's Association, planned in July and formally organized in August, placed itself on a working basis at its September meeting, held in Hartford. A program for the coming year was adopted, and committees were created with a view to raising warehousing standards in Connecticut. About 60 per cent of the State's warehousemen are now members, and three-fourths of them attended the Hartford meeting. The program as adopted includes consideration of Federal and State legislation affecting warehousing,

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insurance, uniform cost accounting, and methods of developing business. The following committees were appointed:

Laws and Legislation: chairman, Fred R. Bill, president, Bill Bros. Co., Hartford; F. W. Valentine, secretary, Durham Storage Co., New Haven; A. P. Marsh, owner, Inter-Urban Transfer & Storage, New Britain.

Public Relations: chairman, W. Tresckow, Bridgeport, correspondent for *Distribution & Warehousing*, who was elected to honorary membership with voting power because of his efforts in aiding to organize the association; C. A. Moore, manager, Moore's Storage Warehouse, Bridgeport; E. G. Mooney, president, Hartford Despatch & Trucking Co.

Standards and Practices: chairman, A. F. Gabriel, treasurer, Bridgeport Storage Warehouse Co.; Frank E. Hess, Waterbury Storage Co.; W. Ford, the W. M. Terry Co., Bridgeport.

The October meeting will be held in New Haven, the secretary, A. F. Gabriel, to fix the date.

Minnesota Warehousemen's Association

Merchandise Tariff

A NEW tariff has been completed by the merchandise committee—J. P. Feuling, St. Paul, chairman—of the Minnesota Warehousemen's Association and has been distributed among the organization's members.

"We have gone a step forward in preparing this new tariff," said Mr. Feuling in his report at the August meeting at the Traffic Club, Minneapolis. "In addition to the information we had in other tariffs, we are trying to standardize on a great many commodities, and also, wherever possible, to make definite rates.

"We have accomplished one thing that we had never been able to do in the past—to arrive at a basis for space rentals. In this new tariff is a basis for rentals by the year, as well as rentals by the month. As you know, in the other tariffs we had 'space' and 'space rentals.' This was rather indefinite and we have tried to define it.

"We now have listed as 'space rentals' a great many commodities which we were unable to rate under the storage base rate table, and we can make a space rental basis of so much per floor foot per month. We have gone another step and made a rate by the year on various sized space."

All the merchandise members of the association participated in the preparation of the new tariff and consequently unanimous approval of its text is expected.

Reporting as chairman of the household goods committee, Barney Reisberg, Minneapolis, said business was good, both in moving and packing, and that

prospects are excellent for Fall business.

"Some of our members have just about decided to raise drayage rates on the larger trucks—that is, trucks of three tons or more," he said. "As the operating costs on these large trucks are a great deal more than on the smaller van trucks, therefore they think that it is no more than right that they should have a little more revenue. But I am not sure whether this is going to be done."

Commission Evil Attacked

W. W. Morse, Minneapolis, discussed the so-called commission evil which was condemned at the Denver convention of the Central Warehousemen's Club and against which various other associations in the industry have adopted resolutions. Mr. Morse said in part:

"Because of my position as president of the American Warehousemen's Association, for the past three months I have been constantly receiving letters from every part of the United States asking about these new concerns. Recently there came to my desk literature of a new concern in Chicago which proposes to discount notes on merchandise stored in warehouses.

"All these things seem to be indicative of the time through which we are passing. Particularly the merchandise business is in the dumps, and warehousemen are looking around to see what they can do to help the business through the period of depression. So these various concerns have started up as a result of these conditions.

"The business is peculiarly subject to attacks of parasites, and that is one thing the warehouse industry needs always to be on guard against.

"In forests where the soil is fertile and there is plenty of rain and plenty of sunshine, the trees grow strong and large. Then parasites attack them. Instead of growing out of the soil, these parasites attach themselves to the trees and draw their sustenance from the trees—get their living that way. Sometimes they so completely overshadow the tree that the tree dies. The warehouse industry is very subject to parasitical attacks from various concerns which seek to find sustenance by feeding upon the industry."

Conditions Improving

Guests at the August meeting included Sidney A. Smith, Chicago; John Bekins and Paul Bekins, Omaha, and Dr. R. N. Chapman, State Entomologist, University of Minnesota, all of whom made talks. Mr. Smith spoke optimistically of conditions in merchandise warehousing to-day, saying in part:

"We have all gone through strenuous times; we have all had our ups and downs—mostly downs the past year or so. It seems as though things are beginning to get better now; that the worst is past. We all want to brace up and get a new slant at it, and go after the warehouse business with new vigor

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and maintain the rates and high standard of ethics and practices we have maintained in the past, and I am sure if we do that we will have something really worth while aside from financial benefits.

"Down in Chicago we really feel that things are better. Merchandise storage houses will probably average 70 per cent of capacity, between 60 and 70, against perhaps 40 per cent at the low ebb. We are all beginning to feel that things are on the up turn, and we are looking forward to real business this fall."

John Bekins in his talk alluded to the merchandise handling base rate table which was presented, in printer's proof form, at the Denver convention of the Central Warehousemen's Club. The C. W. C. committee has since been at work on this table. At the Minnesota meeting Mr. Bekins said:

"The handling table that was proposed and submitted in the printer's proof did not somehow seem to balance in the committee's minds. We always had the thought that all our workings and our basic principles should be followed up from the foundation, and that was cubic measurements balanced with weight. Therefore it was essential that we follow some such basis in this handling table, and after consuming practically all day in the different arguments, I am pleased to report that we all seemed to see the light in following that old, simple plan, and we believe we have arrived at an equilibrium which will be satisfactory in the handling of the table, since it balances in a measure with the experience that we have gained in the costs of the different commodities that have been handled."

Dr. Chapman's talk will be found beginning on page 10.

Warehousemen's Assoc'n
of the Port of New York

Change of Name

WAREHOUSEMEN'S Association of the Port of New York is the newly-adopted name of the Port of New York Warehousemen's Bureau of Information. The change was adopted by vote at the Port body's monthly meeting held on Sept. 19 at the Whitehall Club. The sentiment of the members was that the old name was too unwieldy.

The meeting and luncheon, with William E. Halm presiding, was attended by W. W. Morse, Minneapolis, president of the American Warehousemen's Association, and other directors and Central Bureau committee members. Talks were made by Mr. Morse; J. W. Glenn of Buffalo, J. R. Shoemaker of Elmira, N. Y., and George S. Lovejoy of Boston, vice-presidents respectively of the household goods, cold storage and merchandise divisions; L. T. Crutcher, Kansas City, a director; and a number of the New York warehousemen, the latter telling of storage conditions in the port at this time.

Mr. Morse in his talk said that the volume of merchandise has been accelerating constantly through western warehouses; that while occupancy was only from 50 to 60 per cent as a rule, the accelerated movement meant that goods would begin to accumulate and that after the coming six months or a year warehousemen would begin to enjoy better storage conditions.

Pennsylvania Furniture
Warehousemen's Assoc.

Monthly Meeting

DISCUSSION of packing and comparative costs featured the September meeting of the Pennsylvania Furniture Warehousemen's Association, held on the 12th at the 20th Century Storage Warehouse Co., Philadelphia.

William H. Protzman, general manager of the 20th Century company, had prepared an exhibit of articles so wrapped for storage or wrapped and crated for shipment that the method of packing and the materials used were clearly evident. Charts were displayed showing costs of labor and material on each article. Profit and overhead were not considered in the figures, and it was the unanimous opinion of those present that if the warehouseman was to make a reasonable profit, the prices given in the charts should be doubled in charging customers. It was emphasized that the unproductive time of the packer was an important item in arriving at charges to patrons. Mr. Protzman's schedule follows:

ACTUAL COSTS

Padded for Storage

<i>Mahogany Bureau</i>	
Labor	2 hr. @ \$0.50...\$0.38
Pads	11 @ 2.20 C. .0.24
Kraft paper. .	1/2 lb. @ 0.09 1/2..0.08
Cord	1/4 lb. @ 0.21....0.05
Wax paper. .	3 sheets.....0.03
	\$0.78

Padded for Storage, Using Felt Pads

<i>Mahogany Dresser</i>	
Labor	2 hr. @ \$0.50...\$0.38
Kraft paper. .	1/2 lb. @ 0.09 1/2..0.08
Cord	1/4 lb. @ 0.21....0.05
Wax paper. .	3 sheets.....0.03
Pads	4-(8 x 54) @ 0.04....0.16
	6-(6 x 54) @ 0.03....0.18
	\$0.88

Crated for Shipment

<i>Sewing Machine</i>	
Labor	2 hr. @ \$0.50...\$0.38
Lumber	62 ft. @ 0.01....0.62
Nails	1/2 lb. @ 0.06....0.03
Pads	(6 x 54) 3 @ 1.60 C. .0.05
Kraft paper. .	1/2 lb. @ 0.09 1/2..0.05
	\$1.13

Padded for Storage

Head-Foot Rails, Box Spring and Mattress

<i>Bed Complete</i>	
Labor	1 hr. 25 min. @ \$0.50...\$0.75
Cord	1 lb. @ 0.18....0.18
Kraft paper. .	7 1/2 lb. @ 0.09 1/2..0.71
Wax paper. .	1 1/2 lb. @ 0.10....0.15
Newspaper ..	3 1/2 lb. @ 0.01 1/2..0.06
Camphor ..	2 lb. @ 0.10....0.20
16 Excelsior	
Pads	(8 x 54) @ 2.20 C. .0.35
	\$2.40

Davenport Crated for Shipment

Labor	2 hr. @ \$0.50...\$1.00
Pads	15 @ 2.20 C. .0.33
Cord	1/2 lb. @ 0.21....0.10
Kraft paper. .	2 1/2 lb. @ 0.09 1/2..0.26
Newspaper ..	1 lb. @ 0.01 1/2..0.01
Lumber	167 ft. @ 0.01....1.67
Nails	1 1/2 lb. @ 0.06....0.09

\$3.47

NOTE: The above figures merely represent actual time for labor, and cost of material. To arrive at the real cost you must add unproductive time and overhead.

J. P. Carson, Trans-Continental Freight Co., chairman of the transportation committee, called attention to the possible delay in shipment at this time owing to the railroads' efforts to move coal. Exceedingly low rates were being offered by steamship companies on household goods to the Pacific Coast. Mr. Carson said, the water carriers accepting the goods packed in the same manner as for rail transportation. Owing to rough handling to which goods were subjected when stowed on the vessels, the chairman emphasized, they should be packed as though for export.

Standard Form Ignored

C. G. Wightman, Penn Storage & Van Co., Philadelphia, the association's secretary, called attention to the standard proposal or estimate blank adopted some months ago.

"While it was adopted by the association and recommended for use," he said, "only a few of our members adopted it. The committee found that most of the warehouses were loath to give up or make changes in the forms they were using. For this reason nothing has been done by your committee in an effort to standardize methods or forms.

"I am firmly of the opinion, however, that if all the orders used in connection with the public were uniform, it would be beneficial to the warehouseman and his customers as well. I shall at the first opportunity call a meeting of uniform methods committee and try to present a more complete report at our next meeting."

It was announced that the W. A. Myers Storage & Carting Co., Titusville, and the Morrison Storage Co., Philadelphia, had been elected to membership.

Pacific Coast Furniture
Warehousemen's Ass'n

Monthly Meeting

MEMBERSHIP effort, co-operative buying, packing costs, fire insurance, State legislation and intercity hauling were subjects discussed at the September meeting of the Pacific Coast Furniture Warehousemen's Association, held on the 13th at the Fidelity Fireproof Storage, Los Angeles.

Milo W. Bekins, chairman of the packing committee, distributed copies of a list of many articles of household furniture regularly packed, and against these articles and others to be added later will be checked the amount of ma-

terial necessary for packing, together with packing cost. This document when completed will be distributed in looseleaf form and is expected to be an important contribution to warehouse information for Pacific Coast houses.

The association pledged its support to the California State Draymen's Association in its effort to obtain equitable legislation in relation to the motor truck.

The subject of long distance moving by motor truck will be gone into more fully at the October meeting.

Labor Day Picnic

The Pacific Coast organization held its annual picnic on Labor Day, at Pomona. Barbecue, baseball game, races, a pillow fight and a watermelon-eating contest featured the program, with Pomona's mayor acting as timekeeper in some of the events. The Los Angeles warehousemen defeated their rivals from other cities, 7 to 5, in baseball.

Shippers' Warehousing and Distributing Association

Taxation of Stocks

THE attention of the legislative committee of the Shippers' Warehousing and Distributing Association has been called to one of the Iowa laws with relation to the moot subject of taxation of stocks maintained by manufacturers in public warehouses.

John Simon, manager branch distribution of the Keystone Steel & Wire Co., Peoria, Ill., who is president of the Shippers' body, has sent the following letter to the legislative committee's chairman, C. G. Yates, traffic manager of the Vick Chemical Co., Greensboro, N. C.:

"We are pleased to attach copy of Section 4500 of the Iowa Code, 1919, relative to taxes on manufacturers' goods in warehouses.

"It is our understanding that taxes on manufacturers' goods in the Iowa warehouses shall be estimated on the raw material value only. If this is true, then this feature will reduce the taxes of our members who have had to pay a higher rate in the State of Iowa.

"It may also be possible to file claim for refund in cases where taxes have been paid on a higher basis."

Iowa Law

Section 4500 of the Compiled Code of Iowa, 1919, reads:

"Any person, firm or corporation who purchases, receives or holds personal property of any description for the purpose of adding to the value thereof by any process of manufacturing, packing of meats, refining, purifying, or by the combination of different materials, with a view to making gain or profit by so doing, and selling the same, shall be held a manufacturer for the purpose of this title, and he shall list for taxation

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such property in his hands; but the average value thereof to be ascertained as in the preceding sections, whether manufactured or unmanufactured, shall be estimated upon those materials only which enter into its combination or manufacture. Machinery used in manufacturing establishments shall, for the purpose of taxation, be regarded as real estate. Corporations organized under the laws of this State for pecuniary profit, and engaged in manufacturing as defined by this section, and which have their capital represented by shares of stock, shall, through their principal accounting officers, list their real estate, personal property and moneys and credits in the same manner as is required of individuals. The owners of capital stock of manufacturing companies, as herein provided for, having listed their property as above directed, shall be exempt from assessment and taxation on such shares of capital stock."

C. W. C. Rate Guide

The attention of all shippers who distribute through warehouses is directed to the Central Warehousemen's Club's Rate Guide No. 3, features of which are mentioned on page 35. The price of this guide is \$1 and copies may be obtained by addressing the C. W. C. secretary, George A. Rhamé, 732 McKnight Building, Minneapolis.

The new guide is worthy of the study of all traffic managers who have business dealings with warehousemen. Approximately 420 commodities, arranged alphabetically from acid to yarn, are considered in relation to storage and handling. As Sidney A. Smith, Chicago, chairman of the Central's rate guide committee, explained at the association's Denver convention in July:

"In our previous guide we have shown merely the density table and then quoted a rate per ton for handling articles of a given density. This, of course, amounts to tariff making, rather than as a guide, and while it was better than nothing, we believe you will find the new plan greatly superior.

"On pages 4 and 5 of the guide is shown the merchandise handling base rate table and explanation of it. In classifying the handling charges on the commodities listed in the guide, your committee took into consideration a number of elements which enter into the cost of handling and from these determined the handling class to be used, in exactly the same manner as the storage classification."

The guide is the basis of operation for probably the majority of the leading merchandise storage companies of the Central West, and a comprehensive understanding of the new guide and how it works is essential to the traffic manager.

Convention Preliminaries

The directors of the Shippers' Association will meet in Cleveland some time in October to fix a date for the 1922 convention to be held in Cleveland early in December in conjunction with the conventions of the American Warehouse-

men's Association and the Central Warehousemen's Club in the same city.

The program for the shippers' meeting will be based on suggestions from the association's members. A bulletin has been sent to the traffic managers by the association's secretary asking them what topics, of common interest to shipper and storage executive they would like to have discussed.

The Cleveland territory is considered a rich membership field for the Shippers' body, for the reason that so many manufacturing companies which practice warehouse distribution are located there. Accordingly effort will be made to have the Cleveland convention program so vitally worth while for traffic managers that scores of traffic managers in the Cleveland district alone will be attracted to the December meeting.

As has been customary in the past, a general invitation to all traffic managers who use warehouses will be distributed broadcast by letter and through various trade journals.

Texas Warehouse and Transfer Men's Association

Yearly Meeting

THE commission situation, co-operative advertising, State legislation, and motor truck taxation and compensation insurance were subjects discussed at the annual convention of the Texas Warehouse and Transfer Men's Association, at the Hotel Galvez in Galveston on Aug. 17 and 18. Some thirty-five delegates attended from more than a dozen Texas cities and Oklahoma City, Okla., and Shreveport, La. It was decided to hold the next semi-annual meeting at Austin, in January. Officers were elected as follows:

President, L. C. Abbott, manager Fort Worth Warehouse & Storage Co., Fort Worth.

First vice-president, C. C. Williams, secretary Scobey Fireproof Storage Co., San Antonio.

Second vice-president, E. D. Balcom, president Dallas Transfer Co., Dallas.

Secretary and treasurer, G. K. Weatherred, president Weatherred Transfer & Storage Co., Waco.

The convention was called to order by William I. Ford, Dallas, president, and an address of welcome was delivered by Mayor Charles A. Keenan of Galveston, who stressed the importance of warehousing to that city. Response to the welcoming address was made by S. J. Westheimer, Houston, dean of the Texas association.

The brokerage or commission evil was first discussed and a committee comprising Mr. Westheimer, Mr. Balcom and Roy Binyon, Fort Worth, was named to prepare a resolution; this was adopted and reads as follows:

"The following resolution was adopted by the Central Ware-

(Continued on page 39)

Warehouse Expansion at European Ports

NEW warehouses, new docks, new quays are being built, and equipped with elaborate freight handling machinery, at European ports, according to Benjamin F. Cresson, Jr., chief engineer of the Port of New York Authority, upon his return to New York on Sept. 2.

"At practically every port which I visited there is extensive construction work in progress," Mr. Cresson said. "New warehouses, new docks, new quays are being built and equipped with elaborate freight handling machinery. During the four weeks that I was ashore I visited and conferred with the port authorities or with the steamship or other officials at Liverpool, Manchester, Southampton and London, inspecting the works at Tilbury and the new King George V. dock; at Gloucester and Leith, Copenhagen, Stockholm, Hamburg and Rotterdam. I also had brief views of the harbors of Harwich and Dover in England, Esberg in Denmark, Nalmo in Sweden and of Boulogne in France.

I had also an opportunity of conferring with the post office officials in London and of going into the tunnels built for automatic railroad operation and of discussing with railroad officials matters of store-door delivery.

"I drove along the dikes in Holland and viewed the works that had been constructed on the Hook of Holland and Scheveningen to protect against coast erosion on the North Sea, and similar works in Brighton, England, were observed by me.

"Such individuality in the operation of port facilities as we have in New York is unknown at any port abroad which I visited, and I should say that in the organization and operation of port facilities we, speaking generally, are further behind European ports than in any other respect. The extensive distribution of commodities inland by barges which is so universal abroad accounts, to a large degree, for their need of cranes, and their railroad freight cars are better adapted to the direct handling of cargo between rails and ships.

"Some of the new cranes are splendid examples of efficient machinery, and, installed at proper locations where they can handle cargo in sufficient volume, they would certainly add to the proper equipment of our harbors.

"I have discussed with officials abroad the question as to whether there should not be more uniformity in the design, layout and equipment of ports in general. The ship that takes her cargo in an American port discharges that same cargo at a European port. And yet the port equipment may be and probably is based on very different theories and very different practices.

"I found much interest in this question as to whether much could be gained by better co-operation between those responsible for the design and equipment of harbors in the different countries.

"Much interest is expressed abroad in

the creation of the Port of New York Authority. The great advantage that will come to the port and to its commerce by a greater degree of co-operation between the States of New York and New Jersey and the municipalities within the port district is appreciated and recognized.

"I find that there is also a growing

understanding abroad of the position that New York occupies in the world's commerce, of the value of the commerce that passes into and out of this port, of the excellence of many of the facilities created in New York and of the methods of loading and unloading employed that can turn around a ship in a short period of time."

Columbus Blaze

Fire wrecked the storage plant of the Stern Transfer & Storage Co. at 451 Donaldson Street, Columbus, on Sept. 6. The damage was estimated at \$40,000. Six firemen were injured while fighting the flames.

COLD STORAGE INDUSTRY IS EXPANDING IN ITALY

ITALY'S refrigerating industry is being rapidly developed, Rome and Naples being now engaged in building the best cold storage plants in Europe, according to a despatch from Rome sent to the newspaper *Il Popolo* in New York. The industry, which is said to have struggled through a rather critical beginning in Italy, comprises about 1100 plants and employs about 40,000 horsepower.

The cold storage business is a new one in Europe, and Italy is considered one of the pioneers. In 1876 her first refrigerating plant was established. In 1912, the number had grown to 150, and the necessity of importing and preserving large quantities of perishable supplies during the war gave a tremendous impetus to the development of the cold storage business, or the "industry of cold," as they call it in Italy.

The greatest number of the refrigerating plants are in Northern Italy, especially around Genoa. Of the total 1100, 620 produce ice, of which Northern Italy consumes three-fifths and Southern Italy the remainder. The 1100 plants have a total capacity of 300,000 cubic meters.

In addition to the 620 plants devoted to ice production, there are plants classified as follows: Cold storage for fresh meat, 125; for refrigerated meat, 220; for pork and sausages, 115; for fish, 40; for eggs, 62; for milk and butter, 124; for cheese, 97; for fruit and vegetables, 82; for sweets and candies, 23; for bread, 13; for ice cream, 17; for wines and liquors, 30; for beer, 81.

While Rome and Naples, it is said, will soon have new refrigerating plants which will rank with the largest and best in Europe, new large plants are reported in process of construction all over Italy.

Knowlton to Build

The Knowlton Warehouse Co., 93 Perry Street, Buffalo, N. Y., has awarded a contract for construction of a five-story brick and reinforced concrete warehouse, 100 by 150 feet, at Perry and Mississippi Streets.

Distribution Service Establishes New York Office

WILLIAM J. EVANS, for a number of years with the Bush Terminal Co., New York, has become identified with Distribution Service, Inc., Chicago, as its eastern representative with offices at 100 Broad Street, New York City. He will solicit business from manufacturers and distributors in New England, New York, New Jersey and eastern Pennsylvania on behalf of the member warehouses of Distribution Service, Inc.

Beginning as an office clerk with the Bush company, Mr. Evans became chief clerk of the general office and, at the time he entered war service in 1917, was assistant to P. L. Gerhardt, then traffic manager and general superintendent of the Bush Terminal Railroad Co. and now vice-president of the Bush Terminal Co.

In war service Mr. Evans was for a number of months transportation officer at Camp Wadsworth. He then went overseas as captain of infantry, was in action at Verdun and during the Meuse-Argonne offensive, and for six months was with the Army of Occupation in Germany.



Formerly with Bush Terminal, now with Distribution Service, Inc.

W. J. EVANS

Returning to the Bush company in July, 1919, Mr. Evans was soon made superintendent of the terminal service division with entire supervision of its operating and accounting department. This division is the spoke of the Bush Terminal wheel which has jurisdiction over distributing, warehousing and pool car routing. After a year of this work he became solicitor for this service and six months later was promoted to general solicitor, in which position he was in charge of making and being responsible for all rates quoted.

A farewell dinner was given to Mr. Evans at the Reform Club in New York on Sept. 7, attended by S. C. Blackiston of the Bush Co., F. J. Angers of the New York Dock Co., Mr. Ford of Baker & Williams, and Mr. Manice of Independent Warehouses, Inc.

On Sept. 8 a farewell luncheon was held at the Whitehall Club in New York attended by the following representing the Bush company: P. L. Gerhardt, W. J. Edgar, A. J. Lehmann, W. H. Cochran, S. C. Blackiston, H. A. Holt, A. F. Cole, and representatives of the Marine Lighterage Co., A. H. Hastorf, T. J. Snyder and C. A. Fox.

WITH THE ASSOCIATIONS—Texas Convention—Continued from Page 37

housemen's Club at its summer meeting in Denver:

"Whereas, a fundamental change is being brought about in the warehouse industry, particularly in the department of solicitation and the sale of space, and

"Whereas, there is doubt in the minds of many as to the eventual outcome of such methods as being for the best interests of the industry as a whole and every warehouse in particular and a continuation of such practice may bring about serious consequences in the industry.

"We ask that a committee be appointed with power to confer with the existing concerns organized for the purpose of soliciting storage and creating new storage business and to work out with them, as an individual association and with other associations if advisable, a plan that will create business for all and without favoritism to any.

"We further urge that our members refrain from entering into contracts with organizations or outside individuals whose business it is to solicit storage on a salary or commission for more than one concern, until this association takes definite action on this matter, which we hope will be at an early date."

"Now, the Texas Warehouse and Transfer Men's Association, believing in the sincerity and honesty of the purpose of the Central Warehousemen's Club, hereby endorses the above resolution and we pledge

our support and co-operation in the maintenance of same."

To draft a resolution on co-operative advertising a committee was named comprising Mr. Balcom, Ben S. Hurwitz, Houston, and W. H. Fry, Dallas; the committee brought in the following, which was adopted:

"Resolved, that this warehousemen's association go on record as approving the work done in an effort to perfect the plan of co-operative advertising by the National, Central and American warehousemen's associations; that this effort points in the proper direction for co-operative advertising.

"Resolved, that in order to get the greatest good from the expenditure of money, the Texas association go on record as favoring the pooling of funds in an effort to carry on national advertising through a central body made up from all associations representing the warehouse business to the end that the greatest publicity may be had from funds expended.

"That it is the sense of this body that any advertising done by individual associations will revert to the benefit of all members regardless of which association he may be a member of; therefore we favor co-operative effort by all associations whereby the public may be educated as to what place the warehouse industry takes in business.

"That a copy of this resolution be sent to the National, Central

and American warehousemen's association as representing the feeling of Texas warehousemen on national advertising."

State Legislation

The convention instructed its legislative committee, of which Mr. Ford is chairman, to confer shortly with the State marketing and warehousing commission with a view to clarifying present Texas laws regarding regulation of warehouses. With Mr. Ford on this committee are Mr. Balcom, Mr. Weathered and F. E. Scobey, San Antonio, who is Director of the United States Mint at Washington.

John Darrouzet, a Galveston attorney, addressed the convention on the legal aspects of the present warehousing law. It was pointed out that the law does not specifically designate the power of the warehouse and marketing commission in regard to warehouse regulations, which has resulted in several interpretations allegedly unfavorable to the storage industry.

Sentiment of the association favored a new system of State taxation of motor trucks which would differentiate between trucks operated solely within the corporate limits of cities and those operated on the county highways and also between those operated for private uses and those for hire. The present law, it was stated, is based entirely on the size of the truck and the tires with which it is equipped.

(Concluded on page 43)

CLEVELAND VAN MOVES FURNITURE 748 MILES

THE possibilities of the use of the motor truck for long distance transport of household goods were strikingly illustrated in a recent journey—748 miles from Cleveland Heights, Ohio, to Manchester, Mass.—by 2½-ton Packard truck owned by the Lincoln Fireproof Storage Co., Cleveland.

A customer had a houseful of costly furniture and other effects and hesitated to entrust the goods to railroad transportation, with delay and many rehandlings. The Lincoln sent its Packard padded van equipped with pneumatic tires. The goods were carefully and scientifically packed in the huge truck, and at 6:30 o'clock in the morning, the van started east in charge of two responsible men.

Albany was reached on the following night, and the truck arrived at its destination seventy-two hours after leaving Cleveland, no night driving being done. The goods were delivered and moved in at Manchester in the same condition in which they left Cleveland Heights.

The truck made its return trip by way of Boston and arrived at the Lincoln plant just one week after it had departed from Cleveland. The full driving time for the round trip was 84½ hours, all in daylight. The Packard is fitted with two Pullman berths, and in these the men slept each night of the journey.

The load was insured by the Lincoln company, which assumed full responsibility, and the trip was made without mishap.

Cleveland Topics, in publishing an account of the journey, remarked:

"This is not a story of the good old days of stage coaches and highwaymen, nor yet is it a record of how the railroads conquered the western plains of America. It is simply an account of the last word in road transportation of household furniture and effects—how the problem of safely packing and shipping valuable and fragile articles has been solved."

Mexican Trade

Manufacturers seeking trade opportunities in Mexico should ask to be placed on the mailing list of *Mexican Trade News*. This is a small weekly publication issued by the Mexican Chamber of Commerce of the United States, Inc., at the Woolworth Building, New York City. Directors of the Chamber include Elbert H. Gary, chairman of the board of the United States Steel Corp., and James W. Gerard, former Ambassador to Germany.

Terminal Expansion in Texas

Railroad freight terminals and warehouses involving expenditure of several millions of dollars are planned for various Texas cities by railroads. At Waco the Missouri, Kansas & Texas will construct a \$175,000 freight depot; at Wichita Falls, a \$17,000 freight depot

and warehouse; and at Fort Worth extensions costing \$200,000 will be made to the freight depot.

The Santa Fe will build a \$325,000 freight house at Dallas, the first unit to cost \$200,000.

Plans for a \$2,000,000 freight terminal at Dallas were recently announced. The building will be ten stories high and will contain 1,000,000 square feet, of which 650,000 already have been leased to Dallas business interests. The terminal will be operated something along the line of that of the Bush Terminal at St. Louis. Cars will enter through the basement and be lifted to the various floors, facilitating movement of package freight, refrigerator car shipments and carloads. Construction is expected to be begun before the close of 1922.

Extensive improvements and expansion to the facilities of the Galveston Wharf Co., especially for the handling of coffee, have been under way for several months.

Liquor Robbery in New York

Preceded by three men said to have worn police uniforms and who by a ruse succeeded in getting a watchman to open the door, about twenty-five men swarmed into the warehouse of the Republic Storage Co., Inc., at 541 West Thirty-fourth Street, New York, early on Sept. 6 and carted from the cellar 200 cases and 50 barrels of whiskey having a total bootleg value of \$100,000. Two watchmen were bound and gagged and the burglar alarm system was put out of commission. The liquor was in space which was Federal bonded.

Lansing Plant No Longer "Public"

The Lansing Warehouse Co., at 403-7 East Shiawassee Street, Lansing, Mich., closed its warehouse to the general public at the close of business on Aug. 31. The space has been rented to better advantage and without any overhead expense, according to R. H. Crothers, manager. The company is a member of the National Furniture Warehousemen's Association.

Prudential Is Reorganized

The Prudential Storage & Moving Co., Los Angeles and San Diego, Cal., established about three years ago, has been completely reorganized. The management now comprises business men with capital to back the concern, it is announced on behalf of the company by E. S. Wright.

The Los Angeles office is at 941 W. 16th Street and the San Diego office at 962 Second Street.

Transport Terminal for Detroit

The Motor Transport Co., Detroit, has established a central terminal for highway transport lines at 14th and Howard Streets. A freight house will be erected at which trucks operating within a radius of 100 miles may pick up loads.

WAREHOUSES CHOSEN FOR LIQUOR CONCENTRATION

SELECTION of fourteen warehouses under the Federal Treasury Department's program for concentrating, into a limited number of warehouses, the liquor now stored in various bonded plants, was announced at Washington on Sept. 5 by Internal Revenue Commissioner Blair, as follows:

Baltimore: Baltimore Concentration Warehouse Co.

Boston: Quincy Market Cold Storage & Warehouse Co.

Broad Ford, Pa.: A. Overholt Co.

Chicago: Railway Terminal Warehouse Co. and Sibley Warehouse & Storage Co.

Eddington, Pa.: Philadelphia Pure Rye Whisky Distilling Co.

Fresno, Cal.: Fresno Warehouse Co.

Los Angeles: Cook-McFarland Co.

Louisville: Louisville Public Warehouse Co.

Lynchburg, Ohio: Ohio-Kentucky Distillery & Warehouse Co.

Pittsburgh: Joseph S. Finch & Co.

San Francisco: South End Warehouse Co.

St. Louis: R. U. Leonori Auction & Storage Co. and Security Warehouse & Investment Co.

It was announced that additional warehouses in Louisville and other Kentucky cities would be designated later, together with warehouses in New York City.

Preliminary plans for the concentration of approximately 40,000,000 gallons of liquor now in 300 bonded warehouses called for a gradual removal into 30 selected storage plants and later into a smaller number.

Union Terminal's Expansion

The Union Terminal Warehouse Co., Los Angeles, has under way a Class A four-story and basement storage building, 100 by 460 feet, on its property at 747 Warehouse Street. The structure will be the seventh unit of this group and will add 230,000 square feet. It will be known as the "wholesale grocery warehouse" and will be devoted exclusively to storage of supplies for that industry. Occupancy should be within about eight months. The project represents an investment of approximately \$500,000.

Meanwhile, effective Aug. 28, the company's general office has been removed from 747 Warehouse Street, Warehouse No. 1, at 731 Terminal Street.

Tanner Acquires Flint Co.

The Flint Fireproof Storage Co., Flint, Mich., has been purchased by L. H. Tanner, owner of the Central Storage Co. of Detroit. The Flint company, established in 1921, stores household goods and merchandise and is a member of the National Furniture Warehousemen's Association, of which the Central company also is a member.

TO FIGHT PROPAGANDA AGAINST MOTOR TRUCKS

IT is expected that the Federal Bureau of Public Roads at Washington will call upon the various State highway commissions and good road organizations throughout the country to combat insidious propaganda against motor truck transport. Both manufacturers and owners of motor vehicles, especially trucks, are making vigorous protests against methods adopted by electric railways to obtain freight traffic now transported over highways.

The tone of the letters filed with Government officials indicates that the motor transport people are willing to take their chances in competing against trolley lines for business, when the competition is conducted on legitimate lines. However, objection is made to the derogatory statements as to the destruction of highways and cost to the taxpayers which has no foundation in fact.

Organized transfer and warehousemen in Indiana, Ohio, Michigan and New York have appealed to the Federal Government to make public actual findings relating to the need of good roads and highway transportation. The display of large advertisements in traction cars in these States is calculated to arouse public sentiment against motor truck operators and owners. Farmers and other taxpayers are beginning to wonder whether the cost of building good roads is worth while. The transportation officials point out that the majority of American taxpayers are now cognizant of the fact that highways are a good investment. The reaction from the electric railway propaganda is decidedly harmful to the good roads movement.

For instance, copies of the advertisement received by Federal officials show that traction companies are deliberately misrepresenting facts to the reading public. One advertisement reads "PROBLEM IN ECONOMICS — SHIP BY TRACTION AND SAVE THE HIGHWAYS. If heavy truck earns 50 cents per mile and damages the public highways to the extent of one dollar (\$1.00) per mile and the shipper of freight saves nothing and the truck owner keeps the 50 cents and the TAXPAYER pays the dollar, WHERE DOES THE TAXPAYER GET OFF?"

It is believed various trade associations will take an active part in assisting the Federal Government to set the public right on the highway situation.

Delivery of Order Shipments

Effective Sept. 15, the railroads have adopted a uniform rule to apply in the three general Classification Territories in the matter of delivery of order shipments without surrender of the bill of lading.

(See amended Rule No. 7, Supplement No. 20 to Consolidated Freight Classification No. 2). Excerpt from revised rule:

"The surrender of carrier's original order bill of lading properly endorsed

is required before delivery of the property, but if such bill of lading be lost or delayed the following will govern: The property may be delivered in advance of the surrender of the bill of lading upon receipt by the carrier's agent of a certified check for an amount equal to one-hundred and twenty-five per cent of the invoice or value of the property; or, at the carrier's option, upon receipt of a bond, acceptable to the carrier, in an amount for twice the amount of the invoice or value of the property, or a blanket bond may be accepted when satisfactory to the carrier as to surety, amount and form."

SHANK COMPANY BUYS BREWERY BUILDINGS

THE Shank Fireproof Storage Co., Grand Rapids, Mich., has purchased for approximately \$100,000 the buildings of the Grand Rapids Brewing Co. at Michigan Street and Ionia Avenue. Remodelling and alterations will provide additional storage facilities, the cost of this work to be \$30,000, according to A. H. Shank, secretary and manager.

One building, in two units, four stories high, 100 by 100 feet, will be prepared for storage purposes at once. The other building has eight units and stands 100 by 220 feet, and one of the units will be demolished to provide for a driveway.

All the structures, of steel and brick, add 200,000 square feet to the Shank properties. Part of the space will be used for automobiles, part for storage and part for small factories or ships under lease. Three freight elevators will be installed.

Commerce Chamber Backs Warehouse

A private company to finance, build and operate a river-rail warehouse and terminal is being organized by the rail and water terminal committee of the Cincinnati Chamber of Commerce. The warehouse will be 200 by 40 feet with track space for 28 cars. Automatic conveyors will be used for transporting small packages.

Aberdeen Company to Build

The A. A. Star Transfer Co., Aberdeen, Wash., plans to erect a brick and concrete warehouse, 100 by 130 feet, at Hume and M Streets. A switch track will be installed and it is expected the plant will be in operation early in 1923.

Changes in Personnel

The Virginia Bonded Warehouse Corp., Richmond, announces the election of J. A. Kay as vice-president in place of Henry Hotchkiss, who resigned recently to enter other business. The treasurership, which was held by Mr. Hotchkiss, has been taken over by E. M. Hoadley, the corporation's president.

LAWRENCE WAREHOUSES SOLD TO A SYNDICATE

CONTROLLING interest in the chain of public warehouses operated on the Pacific Coast by the Lawrence Warehouse Co. has been sold to a syndicate headed by A. T. Gibson, the company's secretary, treasurer and general manager, it is announced by V. O. Lawrence, president.

Through this sale Mr. Lawrence disposes of a storage organization which includes some fifty plants scattered down the seaboard from Bellingham, Wash., to San Diego, Cal.

Several months ago the Lawrence chain's Sacramento unit, embracing four warehouses, was sold to a syndicate headed by W. E. Hibbard, who for a number of years had been the company's manager at Sacramento.

Identified with the new syndicate headed by Mr. Gibson is J. C. Swain, a Boston exporter and importer, who becomes active in the management of the Oakland plants.

The shipping end of the business is retained by Mr. Lawrence and will be operated under the name V. O. Lawrence Co. Offices have been established at 1 Jefferson Street, Oakland. Through the Lawrence Terminal in Oakland, which will continue to be operated by Mr. Lawrence through his new company, the American-Hawaiian Line of steamships handles shipments to and from Boston, New York, Philadelphia, Baltimore, New Orleans and Mobile, together with a number of foreign ports. The Admiral Line gives direct coastwise transportation to Pacific Coast points.

In making announcement of the sale of his warehouse properties Mr. Lawrence said:

"Two important considerations actuated me in disposing of a controlling interest in the Lawrence Warehouse Co. The first was the desire to relieve myself of the responsibilities and activities in connection with a concern with such diversified interests; the second was that I believe that the future of the city and port of Oakland depends largely on its shipping, and I want to concentrate my energies on development along that line. Oakland is the future big port of the Pacific Coast. For these reasons I have retained the Lawrence Terminal, with the present service of the American-Hawaiian and Admiral Lines, and have retained also my interests in the Bay Cities Transportation Co."

The Lawrence Warehouse Co. was organized about ten years ago and during the past seven years has experienced tremendous expansion.

"The policy which has made this company one of the fastest growing and most successful warehouse companies on the Pacific Coast will be continued," Mr. Gibson stated on taking over the properties.

Although different companies, the shipping business of Mr. Lawrence and the Gibson warehouse interests will be closely affiliated, Mr. Gibson said.

RATHBUN ORGANIZES A NEW SIOUX CITY CO.

THE Monarch Storage Co. has been organized at Sioux City, Iowa, headed by W. W. Rathbun, formerly president and manager of the Rathbun-Johnson Van & Storage Co. of that city.

At 501-511 Howard Street the Monarch company has opened a general merchandise warehouse with 50,000 square feet of floor space. The building is semi-fireproof and has a private switch, with all the local railroads absorbing the switching charges. Mr. Rathbun is president and manager.

Warehouseman Ends Life

Business reverses were believed by the police to be responsible for the suicide of Emrich R. Wessels in an office of his storage warehouse on Newark Avenue, Jersey City, on Sept. 4. Several jets in a small gas stove were found turned on. A message scribbled on the back of an envelope bore out the police theory that he took his own life. He had been in the storage and trucking business for several years.

Western Fruit Storage

Fruit storage and shipping warehouses with a total capacity of more than 690 carloads are being built in the north central section of the State of Washington this season. Plants are going up at Wenatchee, Omak, Okanogan, Chelan Station and other points.

New York Merger

The Clinton Storage Warehouses and the Guaranty Storage Warehouses, both of New York City, have been consolidated and hereafter will be conducted under the Clinton's name at 311 West Forty-first Street.

"COMMITTEE ON COMMITTEES"

HERE is a suggestion for the officers and directors of the storage industry's trade associations to consider in carrying on their organization activities:

Out in Kansas City the local Chamber of Commerce has created a "committee on committees." As explained in *The Kansas Citian*:

"The purpose of the committee is to gather together good material for committee appointments in the new administration beginning in October. Selection of this committee was made from those who have served on the Chamber's directory or committees organization within the last three or four years and are therefore familiar with the present-day organization, its work and its needs. It is expected to be one of the Chamber's most important committees, as its function will be to round up and recommend good men for future committees.

"Such a committee will bring into the Chamber's activities a greater number of men in an active way than have been hitherto engaged in its work and will avoid many of the unfortunate duplications that have developed in the past—having one man on more than one or two committees and therefore imposing unduly on his time and energy as well as impairing his usefulness on all of them."

Incidentally one of the seven members of the Kansas City Chamber's "committee on committees" is L. T. Crutcher, a director of the American Warehousemen's Association.

BONDED WAREHOUSES HIT BY TARIFF LAW

IMPORTERS withdrew great quantities of merchandise from seaport bonded warehouses during September in anticipation of higher duties which will go into effect when President Harding signs the tariff bill.

At the Custom House in New York alone, receipts for duties in connection with withdrawals aggregated nearly \$4,700,000 on Sept. 16 and 18, establishing a record for two consecutive business days during the past twenty-five years.

It is believed a large number of importers with goods in bond are selling to exporters rather than to pay duty under the new tariff law. Representatives of foreign firms report large purchases of this character.

Cold Storage Plant for Toledo

The recently-organized Tecumseh Cold Storage Co. of Toledo, Ohio, is planning to construct a half-million-dollar cold storage plant at Tecumseh Street and the Clover Leaf Railroad. It will be a four-story and basement structure which will include more than 1,000,000 cubic feet of cooler and freezer space and is expected to be completed next spring. W. B. Rosevear, former general manager of the Continental Sugar Co., is president of the Tecumseh company and Ralph Kohn, head of a commission brokerage house, is secretary.

Mr. Keenan a Prison Inspector

James F. Keenan, president of the Haugh & Keenan Storage & Transfer Co., Pittsburgh, has been appointed a member of the board of inspectors of the Western Penitentiary of Pennsylvania. Mr. Keenan is treasurer of the National Furniture Warehousemen's Association and was formerly president of the American Warehousemen's Association.

Canadian Company Says Exhibit Display Is Good Local Advertising

THE Glasgow Storage & Cartage Co., of Hamilton, Ontario, Canada, capitalized the recent Better Homes and Industrial Exhibition in Hamilton by installing a booth, which is illustrated herewith.

"We had been asked on all sides, 'What have you to exhibit?', and we think this photograph will give the answer," according to Arthur I. Land, secretary of the Glasgow Company.

"We handed out at the booth our booklet, 'What We Do and How We Do It,' along with a card to be filled out by those desiring to enter our 'free move' contest.

"This advertising has been successful. So far as we know, this kind of advertising has never been used before in Canada for promoting the moving, storage and shipping of household goods."



DISASTROUS FIRE AT THE NEW ORLEANS BASE

DESTRUCTION by fire of the 2000-foot rail and water terminal of the Government terminal at New Orleans on the night of Sept. 15 may have an indirect but important effect on the commercial warehouse situation which has been disturbing the storage executives of the port.

Although the warehouse property which the Government has leased to the Board of Port Commissioners of New Orleans was not reached by the flames, the warehouse has been deprived of its marine facilities.

Thus, in the event that the Port Commissioners should later attempt to use any part of the space in competition with the public storage industry, the Port would have no advantage over the commercial warehouses, as without marine facilities all goods would have to be hauled to the docks now in use—and the docks are at a greater distance than from any of the commercial plants with the exception of one dock immediately behind the terminals of the Mississippi Warrior barges.

The Lease Situation

The Port Commission is negotiating a lease with manufacturers for the use of a large part of the section of the warehouse taken over from the Government. The commission has not clearly and unequivocally announced, however, that it will not lease any of the space for commercial warehousing, and is now applying to the Department of War for a lease on all space not needed by the Government for storage of surplus war material. This means virtually the entire floor space in the warehouse.

The fire on Sept. 15 originated apparently in a carload of burlap. City fire officials charged that the sprinkler system failed to operate, and it was stated that a missing key delayed the turning in of an alarm for forty minutes after the blaze was discovered. The fire department was then hampered by the throng of motor cars which choked the only paved street.

Answering the charge that the sprinkler system did not operate, the Army Supply Base fire marshal claimed it did work for a few minutes until a falling wall broke a 12-inch main and shut off the water supply. Prior to the blaze the fire protective system had been declared by experts to be "the finest in the world."

Witnesses declared that oil on the surface of the river was responsible for the spread of the flames which were not halted by the concrete fire walls. While the flames spread along the wharf with amazing speed the fact that an off-shore wind was blowing saved probably millions of dollars more of property. Had the wind been from the other direction the flames would have spread into one of the congested districts in New Orleans.

Estimates of property loss ran as high as \$7,560,000, all but \$2,000,000 being suffered by the Government. The Bemis

Bros. Bag Co. lost \$500,000 worth of burlap. The Public Belt Railroad's loss was placed at \$190,000, accounted for in part by the destruction of twenty-one loaded box cars and sixteen empty cars. About \$100,000 worth of news print paper owned by the New Orleans States and the Shreveport Times was destroyed.

Several lives were lost from the German freight steamship Elsa Hugo Stinnes, which was towed to mid-stream to avert destruction. The vessel caught fire but was not seriously damaged, and during the excitement some of the crew jumped overboard.

Truck Price Changes

Reduced prices are announced, effective Sept. 22, by the Hawkeye Truck Co., Sioux City, Iowa. The cost of the 1-ton is cut from \$1500 to \$1375, of the 1½-ton from \$1850 to \$1645, and of the 2-ton from \$2650 to \$2145. The 3½-ton and 5-ton models will be built on special order only.

The Gary Motor Corp., Gary, Ind., on Sept. 22 announced increases as follows: 1 ½-ton, from \$1675 to \$1775; 2-ton, from \$2250 to \$2450; 2½-ton, from \$2650 to \$2850; 3½-ton, from \$3650 to \$3790; 5-ton, from \$4100 to \$4450.

FIRST PRINCIPLES OF MOTOR TRUCK OPERATION

(Concluded from page 15)

ered with individual hauling conditions and requirements, will spell out the answer to the warehouseman's problem, always remembering that in the use of trucks it is better to let actual conditions govern rather than set, inflexible rules.

Road Building Reduced

Curtailment of approximately 15 per cent in the Federal highway building program is reported by the United States Bureau of Public Roads, attributed to the twin railway and coal strikes, the effects of which are just being felt in the road building industry.

The significance of a 15 per cent reduction in the Federal-State program is seen when viewed in the light of the national program calling for the expenditure of \$700,000,000 this year on good roads.

At this season of the year, when good road construction is proceeding at its fastest, the Federal and State governments are spending approximately \$105,000.000 a month in road construction.

Figured on an average cost of \$17,000 per mile for first class highway construction, this 15 per cent means a slow-down or decrease of 926 miles of roads being built per month.

The contributing causes for this reduction in the roads program are: bad order of cars, inability of rock crushers, cement mills, brick plants and asphalt companies to get railroad cars and also their inability to get coal.

The effects of the strikes, it is believed, will be even more pronounced during the next three or four months.

TEXAS ASSOCIATION BROADENS ITS SCOPE

(Concluded from page 39)

Albert Reid of the Dallas Motor Truck Association was a speaker at the meeting and advocated a more equitable plan for taxing motor trucks. He stated that, as it now is, motor trucks operating solely in cities are taxed on the theoretical basis that they are damaging country and State highways. He pointed out that in Maryland trucks operated in cities pay only a city tax, while those operating on the country highways are taxed accordingly.

This problem was referred to the legislative committee for action at the January meeting.

The question of compensation insurance classification was taken up. It was stated that the rate now paid by warehouse and transfer men was higher than it should be. It was voted to ask for a reclassification.

The convention indorsed a suggestion that its membership roll be open to cold storage and cotton warehousemen.

A telegram of greetings was read from F. L. Bateman, Chicago, president of the National Furniture Warehousemen's Association; one from Ralph Wood, Chicago, secretary of the National; and one from Martin H. Kennelly, president of the Illinois Furniture Warehousemen's Association.

The delegates and their families were guests of the Galveston Commercial Association in an automobile tour of the city and were entertained with a boat ride and surf bathing by the Galveston local association.

New Truck Models

The Bethlehem Motors Corp. has brought out three new models—an "Airline" 1-ton chassis, price \$1195; a "Fast-Freight" 2-ton chassis, price \$1595; and a "Heavy Duty" 3-ton chassis, price \$2195.

For 1923 the Buick special delivery truck will be put out with six standard types of body, each mounted on the standard Buick 4-cylinder chassis which, while fundamentally the same as that made last year, incorporates a number of detail improvements. The Buick truck has now been altered so that, in common with all other Buick cars, a Class A Underwriters' Insurance rating has been obtained. This has been accomplished by fitting a transmission lock, a drip bowl under the carburetor, extra clips on the gasoline feed lines and tail lamp wires and flexible steel covers for the three wires leading from the generator to the switch and the rounding of corners on all covers for the wires.

The Commerce Motor Car Co. has put on the market its new special delivery speed truck, with 1500 to 2500-lb. capacity. Chassis price, \$1150, f.o.b. Detroit.

The Indiana Truck Corp., Marion, Ind., has a new Indiana 1-ton speed truck known as the Highway Express. Price \$1425. Capacity, 2000 pounds with a body allowance of 900 pounds. Maximum speed, 30 and 35 m.p.h.

WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

New Buildings, Etc.

Reidsville Warehouse Co. Reidsville, N. C., has awarded a contract for construction of a brick and reinforced concrete warehouse on So. Scales Street, to cover a plot of 128 by 25 feet together with a rear annex 60 by 60 feet, both structures to be two stories high.

Donaldson Transfer & Storage Co., Pittsburgh, will construct a 6-story warehouse 120 by 120 feet, on Ridge Avenue near Merchant Street, at a cost of about \$75,000.

Shattuck & Nimo Warehouse Co., Los Angeles, is contemplating extensions to its storage facilities.

Story Express Co., Chester, Pa., will erect a 4-story warehouse, to cost \$75,000, at Fourth and Melrose Streets.

Henry Weil, Corryville, Ohio, will erect a warehouse, 50 by 180 feet, two stories high, of brick and concrete, at Corry, Jefferson and Sanders Streets.

Columbus Avenue Storage Co., Boston, has taken over the Massachusetts Breweries Co.'s property at 1276 Columbus Avenue and will convert it into a storage plant.

Tidewater Terminal Corp., Philadelphia, headed by Harvey C. Miller, president of the Merchants Warehouse Co., has taken over under lease the Oregon Avenue Army Terminal and will use it largely for storage and shipment of flour and for storing and distributing bulky goods imported from Europe. The terminal has a capacity for 1,000,000 barrels of flour.

Elizabeth City Cotton Mills, Inc., Elizabeth City, N. J., has been granted a Federal license to conduct a bonded warehouse business.

United States Trucking Corp., New York City, has purchased 5-story warehouses at 224 South Street and 441 Water Street.

Atlantic Ice & Coal Corp., Athens, Ga., is planning to build a cold storage plant.

Anheuser-Busch Ice & Cold Storage Co., New York City, have completed alterations costing \$300,000. Its ice storage plant has been converted into a cold storage warehouse, three stories having been added of reinforced concrete, flat slab construction, and new equipment has been installed.

Terminal Warehousing Co., Ltd., is the newly-adopted name of the Terminal Warehouse Registered, at 2-38 Grey Nun Street, Montreal.

Modern Cold Storage Co., Tacoma, Wash., has purchased and reconstructed the plant of the Modern Dairy at South 29th and M Streets.

Gerold Storage, Packing & Moving Co., East St. Louis, Ill., has absorbed Charles F. Short & Co. of that city, and E. F. Gerold is manager.

Rice Transfer Co. is the new name of the former George Hall Transfer Co., Columbus, Ohio. Harvey A. Rice, a partner in the old company, has taken over the business and will operate it, at 275 East Noble Street.

New Rochelle House Purchased

Lee Brothers, Inc., of New York City, has purchased the New Rochelle Storage Warehouse, at New Rochelle, N. Y. The new name of the plant is Lee Bros., Inc., New Rochelle Storage Warehouse.

NORTHEASTERN COMPANY OPENS IN WORCESTER

THE Northeastern Storage & Distributing Co., Worcester, Mass., has taken over the interests of the Metropolitan Storage Co. The Metropolitan's warehouse at 6 Barton Place is being discontinued and the new company will occupy warehouse at 93 Grafton St.

The Grafton Street plant contains 70,000 square feet of floor space and has a Boston & Albany railroad siding. It is entirely sprinkled, of mill type construction. Both general merchandise and household goods will be stored.

J. S. Gerety is owner and operating executive of the Northeastern Company. He was manager of the old Metropolitan company, which was organized in 1890.

Chicago Blaze

Fire recently damaged the garage of Warehouse "A," at 623 Winchester Avenue, of the Hebard Storage Warehouses, Chicago. According to W. P. Theibault, vice-president, the loss did not exceed \$4,500.

Lambert's Expansion

The Lambert Transfer & Storage Co., Cincinnati, has opened a general warehouse merchandise storage warehouse located at 616-20 Freeman Avenue.

Incorporations

Hunt Delivery Co., Youngstown, Ohio. Capital, \$10,000. Incorporators, C. F. Welkin, H. L. Hunt, Ralph Dietz, F. L. Crumbacher and G. T. Ohl.

S. S. T. Navigation Co., Hoboken, N. J. Capitalization, \$100,000. To engage in storage, wharfage, freighting, etc.

Incorporations

Baltimore Concentration Warehouse Co., Baltimore. Capital, \$50,000. Incorporators, W. Conwill Smith, David Stiebel and Albert S. Jordy.

Service Warehouse Co., Jacksonville, Fla. Capital stock, \$30,000. E. A. West, president and treasurer; D. W. Doran, vice-president and secretary. Foregoing and Paul D. McGarry are directors.

Stark Storage & Warehouse Co., Canton, Ohio. Incorporators, J. A. Kress, John I. Bahl, Charles C. Green, H. W. Holtz and Abram W. Agler.

Planters' Warehouse Co., Lake County, Tenn. Capitalization, \$10,000. Incorporators, A. E. Markham, John C. Jackson and A. C. Murdock.

General Storage & Products Co., Toledo, Ohio. Capital, \$50,000. Incorporators, Edward W. Kelsey, Jr., Randolph P. Whitehead, Harry S. Bugbee, Frank A. Harrington and Donald A. Finkbeiner.

Sklar Brothers, Bayonne, N. J. Authorized capital stock, \$50,000. Incorporators, Julius A. Sklar, Minnie Rose, Jacob Sklar, Robert Sklar and Leon Sklar.

Genesee Warehousing Co., New Hartford, N. Y. Capitalization, \$20,000. Incorporators, S. F. Sherman, J. F. Day and W. C. J. Doolittle.

L. P. Kent & Co., New York City. Capitalization, \$100,000. Incorporators, L. P. Kent, M. E. Kent and T. A. Clements.

South Carolina Warehouse Corp., Columbia, S. C. Capital, \$300,000.

Central Bonded Warehouse Corp., New York City. Capital, \$100,000.

General Refrigerating Co., Colvina, Cal. Capital, \$2,500,000.

General Warehouse Co., San Francisco. Capital, \$200,000.

Sterling Ice & Cold Storage Co., Sterling, Col. Capital, \$100,000.

American Ice & Storage Co., Houston, Tex. Capital, \$400,000.

Tecumseh Cold Storage Co., Toledo, Ohio. Capital, \$300,000.

Stockton Warehousing Corp., Fort Stockton, Tex. Capital stock, \$20,000. Incorporators, F. S. Wilson, G. L. Moody and Mark Reeves.

Standard Warehouse Co., Fairbault, Minn. Capital stock, \$50,000. Incorporators, Allen A. Hedrick, Archer Young and Clara E. Stohly.

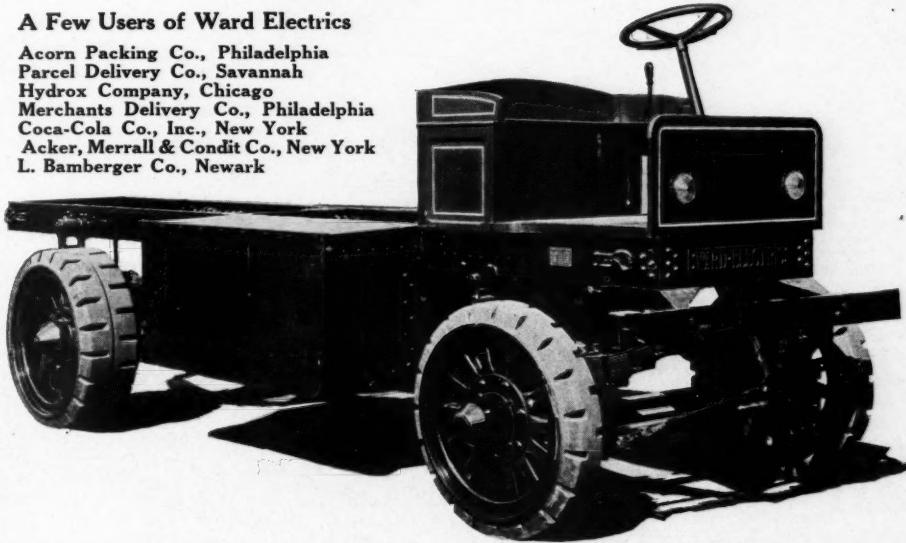
P. Milliron Transfer & Storage Co., East Liverpool, Ohio. Capital, \$25,000. Peter Milliron and Charles Kunkle are among the incorporators.

C. Hinsinger & Bros. Cartage Co., Youngstown, Ohio. Capital, \$10,000. Incorporators, Charles Hinsinger, Freas Hinsinger, Elizabeth Hinsinger, Rebecca Hinsinger and Ellen Hinsinger.

Down goes the cost of trucking and hauling!

A Few Users of Ward Electrics

Acorn Packing Co., Philadelphia
 Parcel Delivery Co., Savannah
 Hydrox Company, Chicago
 Merchants Delivery Co., Philadelphia
 Coca-Cola Co., Inc., New York
 Acker, Merrill & Condit Co., New York
 L. Bamberger Co., Newark



Every distributor and warehouseman can cut his vehicle-operating costs 20% to 35% and make payments for his trucks out of savings.

Ward Electrics at the reduced prices are Money-backed

Here is *your* opportunity to cut your vehicle-operating costs from 20% to 35% if you are now operating horses and wagons, and up to 50% if you are operating gas trucks on city work.

When you realize that out of every dollar that the average distribution and warehousing company takes in, from 20 to 30 cents—and sometimes much more—goes back again into trucking and hauling, you can easily figure how much it means to you to cut vehicle-operating costs even 20%. This saving can amount to as much as 2% or 3% of a company's gross business for a year—practically 25% increase in your net profits.

And now here is *your* opportunity to get in on these savings—to get complete delivery units—Ward Electric Trucks, including chassis, battery, and body—at the re-

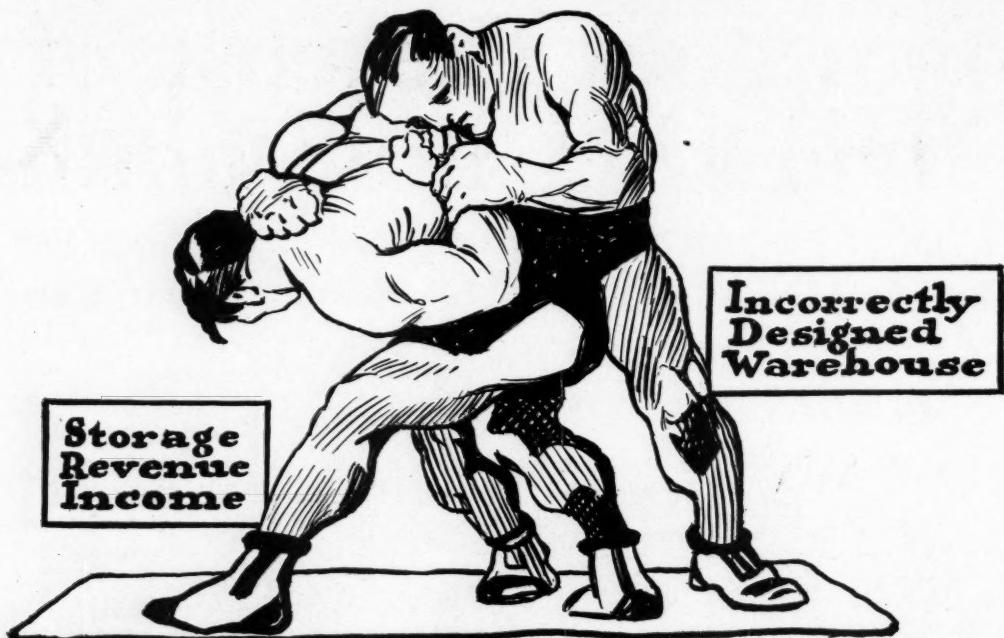
duced Ward prices and on a Pay-as-you-Save basis of \$100 with order, a small payment on delivery and the balance monthly. Furthermore, you can buy them on the following Money-back Offer. Based on your own statement of the mileage of each route, the number of trips a day, the loads, etc., we will tell you what Ward Electrics will do for you. *If they do not do the work that we guarantee they will—they belong to us, not to you.*

Think what you have to gain on such a clean-cut offer as that! Let us send you the complete story of Ward Electrics, giving actual *cost records and proof* of drastic savings, and complete details of our Pay-as-you-Save Money-back Offer. Let us hear from you today.

WARD MOTOR VEHICLE COMPANY, Mount Vernon, N. Y.

Ward Electrics

6 Sizes, 750 Lbs
to 5 tons



Don't Put A Strangle Hold On Your Income

You can do it—easily.

An incorrectly designed warehouse will inflict a loss upon your storage space that will cost you a great amount of money.

You won't experience this loss until your building is up—then it will be too late.

Your income starts with the plans of your building.

If it costs no more to have a properly designed warehouse—with your revenue thoroughly protected—can you afford to neglect availing yourself of any Service devoted to warehouse design and construction?

Warehouses we have designed give from 70% to 75% of total square foot area available for storage purposes.

Some warehouses, incorrectly laid out, are reduced in area to as low as 50%.

There are some things you can take chances on—but an investment involving thousands of dollars is too serious a matter to dismiss without securing every advantageous piece of information that directly affects your business and money.

We charge no fee for consultation and advice.

We make no additional charge for a preliminary survey of your present business and territory to determine the style and size of building best suited to your needs.

We determine the best location for it—the approximate cost—the possible earning computed from the volume of commodity that can be stored within the new building at a given rate of storage established by you.

Our service insures you against possibility of loss. Our years of accomplishment in the field of warehouse designing will be of invaluable benefit to you. This service is yours for the asking.

There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone, or call upon us. You are assured of maximum efficiency at minimum cost.

MOORES & DUNFORD

1117 Canadian
Pacific Building
New York

744 First National
Bank Building
Chicago, Ill.



Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

Read What Sammis of the Central Says.

WE are now grooming the Warehouse Directory, which is the big brother of the Shippers' Index, for its annual appearance on the stage in the December issue. We are urging all warehousemen to furnish us promptly with late information regarding their facilities for rendering service to fellow warehousemen and to shippers who make use of warehouses in distributing their products. In this work we have the backing of the leaders of the industry because they realize what the Directory Number does in the way of supplementing the practical usefulness to the entire industry of the Shippers' Index which appears in each issue of *Distribution & Warehousing*.

Just, for example, read what Mr. W. A. Sammis, Secretary and Manager of the Central Storage Company of Kansas City, Mo., has just written us:

"The Directory is used by us on many occasions for our customers' benefit. We are asked for the names of warehousemen in other cities by our customers and have had many occasions to comment on the great value of your Directory Number."

Every warehouseman in the country should be listed in the 1923 Directory. Those who are also represented by advertisements of a character which reflect the importance and service-giving capacity of the advertisers will be the ones who will reap to the fullest extent the great benefits which are to be derived from the Directory Number.

The Warehouseman who advertises his ability to serve is deserving of the Shipper's first consideration.

CONVENTION CALENDAR

December 4	American Chain of Warehouses	Cleveland
December 5	Central Warehousemen's Club	Cleveland
December 6-9	American Warehousemen's Association	Cleveland
December	Shippers' Warehousing and Distributing Association	Cleveland
December	Illinois Association of Warehousemen	Chicago
January 16-20	National Furniture Warehousemen's Association.....	New York City
January 16-20	New York Furniture Warehousemen's Association.....	New York City
January	New Jersey Furniture Warehousemen's Association.....	(To be decided)
January	Texas Warehouse and Transfer Men's Association.....	Austin
February	Baltimore Furniture Warehousemen's Association.....	Baltimore
February	Kansas City Warehousemen's Association.....	Kansas City
February	Pennsylvania Furniture Warehousemen's Association... (To be decided)	
April	Minnesota Warehousemen's Association	(To be decided)
December, 1923	Canadian Storage & Transfermen's Association.....	Montreal

BIRMINGHAM, ALA.

"The World Moves—So Does
Goodman"

GOODMAN TRANSFER AND WAREHOUSE COMPANY

MODERN STORAGE WAREHOUSES
70,000 sq. ft. Floor Space

Distributors and Forwarders
Moving—Packing—Storage
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.

BIRMINGHAM, ALA.

HARRIS TRANSFER AND WAREHOUSE COMPANY

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.



WARRANT WAREHOUSE COMPANY

Established 1905



BIRMINGHAM and MOBILE
Fireproof Sprinklered Warehouses
Sidetracks connecting with All Railroads
DISTRIBUTION — STORAGE LOANS
Operates Its Own Trucks and Teams
LOWEST INSURANCE RATES IN THE SOUTH

MOBILE, ALA.

Acme Transfer and Storage Co.

209-211 N. Royal St.
Distribution

Transfer
Pool Cars

"Service"

Forwarding
Storage

Household Goods

Mobile, Ala.

MONTGOMERY, ALA.

L. J. MOELLER, Mgr.

CONSOLIDATED DRAY LINE, INC.

GENERAL DISTRIBUTING AGENTS

Pool Cars Handled Storage Warehouse, P. O. Box 552
Office: Forbes-Liddel Bldg., Western Yards, Montgomery, Ala.

SELMA, ALA.

Selma—In the Heart of Alabama

THE LOGICAL POINT
OF DISTRIBUTION
TO POINTS WEST

Our wholesale trade compares favorably with
Montgomery, Birmingham and Mobile.

SEND YOUR BUSINESS TO

Alabama Warehouse BONDED

Complete storing and shipping facilities. Private
track connecting with all railroads entering
Selma with free switching privileges.

We are equipped to render full and satisfactory services
to manufacturers—receiving, storing and distributing
merchandise promptly and with all attention to detail.

OTTO K. ERHART & CO.

UPTOWN WAREHOUSES AND OFFICE:

Opposite L. & N. Passenger Station.

PLANT: SELMA ST. AND RAILROAD.

NOGALES, ARIZONA

The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico

For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Sliding S. P.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO.
FORT SMITH, ARK.
Storing—Shipping—Moving
POOL-CAR DISTRIBUTING A SPECIALTY

TEXARKANA, ARK.

HUNTER TRANSFER CO.
TEXARKANA, ARK.

STORAGE TRUCKING
DISTRIBUTORS MOVING

BERKELEY, CAL.



STUDENTS
TRANSFER & STORAGE CO.
MOVING
STORING
FORWARDING
2132 SHATTUCK AVENUE

EL CENTRO, CAL.
IMPERIAL VALLEYPIONEER TRUCK and
TRANSFER CO.

Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced Concrete Warehouse
for Storage and Carload Distributing
Throughout the Whole Imperial Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.

FRESNO, CAL.



STATE CENTER WAREHOUSE & COLD STORAGE COMPANY
General Merchandise storing and distributing.
Packing, Crating and Shipping of Household Goods.

FRESNO, CAL.

Valley Van & Storage Co., Inc.
Private Spur
Distributors of Pool Cars of Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

LONG BEACH, CAL.

LONG BEACH OFFICE:
144 Pacific Ave.

LOS ANGELES OFFICE:
426 Alameda St.



HOUSEHOLD GOODS
Removals, Storage, Packing, Forwarding
MERCHANTISE
Warehousing, Distributing
California Warehousemen's Association
MEMBER | Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

LOS ANGELES, CAL.

BEKINS
Fire Proof Storage

DISTRIBUTORS

California Shipments Promptly
Handled

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

FRESNO, CAL.

BEKINS

VAN AND STORAGE CO.

DISTRIBUTORS

California Shipments Promptly
Handled

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in SOUTHERN CALIFORNIA and ARIZONA

and to TRANS-PACIFIC PORTS

322-324 EAST THIRD STREET

LOS ANGELES, CAL.

FIDELITY FIREPROOF STORAGE

Washington & Arapahoe Sts.
Los Angeles, Calif.

*Prompt and Efficient Service
Pool Car Distribution Solicited*

MEMBER

National Furn. Warehousemen's Assn.
Pac. Coast Furn. Warehousemen's Assn.
Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

FIFTY THOUSAND

shipments of household goods have been consigned to us in the past ten years.

There must be a Reason.

Give us a trial and we will guarantee satisfaction.

LOS ANGELES WAREHOUSE CO.

O. B. FULLER, Mgr.

M. E. TURNER, Asst. Mgr.

LOS ANGELES, CAL.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR DISTRIBUTION

PRUDENTIAL STORAGE AND MOVING CO.

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
Spreckels Building
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

WEST COAST WAREHOUSE CO. OF LOS ANGELES MERCHANDISE STORAGE DISTRIBUTION

Ample Trackage
Efficient Service
Central Location

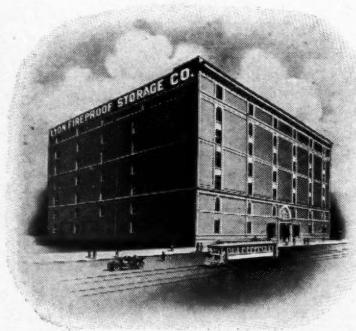
Address—

Sixth and Utah Sts.
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



LOS ANGELES, CAL.



Superior Service—when Bill of Lading is mailed us.

Collections handled promptly.

Fleet of Pierce-Arrow Trucks always at your customers' service.

Fireproof Warehouse on tracks.

TELEPHONE



WEST 513

Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

SHATTUCK & NIMMO WAREHOUSE CO.

*Commercial and
Household Furniture
Storage
Carload Distribution a
Specialty*

Ample private trackage at
Plant and equipment for
prompt and efficient service

MEMBERS

American Chain of Warehouses
American Warehousemen's Association
National Furniture Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
Local Rotary Club and Chamber of Commerce

OAKLAND, CAL.

BEKINS

Fire Proof Storage

DISTRIBUTORS

California Shipments Promptly
Handled

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



SACRAMENTO, CAL.

CAPITAL VAN AND STORAGE CO.
SACRAMENTO
FIREPROOF STORAGE
GENERAL DISTRIBUTORS

LOS ANGELES, CAL.

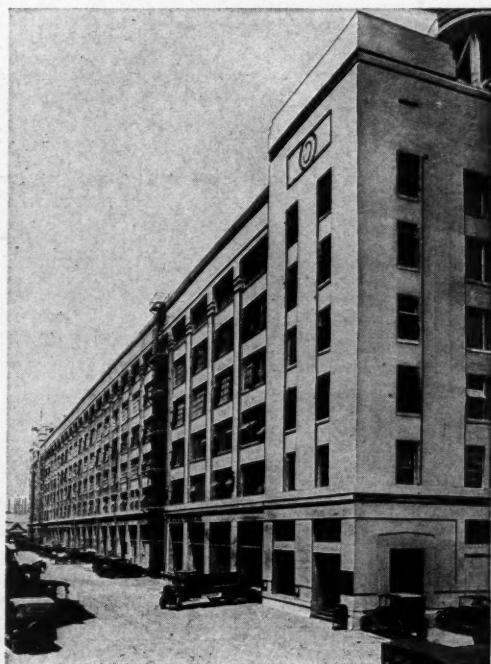


Warehouse No. 9

Traffic
Managers
and
National
Distributors

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate
18c per \$100.00
per year.



Warehouse No. 1

Union Terminal Warehouse Company

SACRAMENTO, CAL.



SAN FRANCISCO, CAL.



DISTRIBUTORS

**California Shipments Promptly
Handled**

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.

228 Pine Street, San Francisco

Pioneer in the Warehouse and Distribution
Business.Operating in the Logical Distribution Center of
the Pacific Slope with
Complete Warehouse and Drayage Facilities.
Low Insurance Rates.S. M. HASLETT
PresidentP. E. HASLETT
Secretary

SAN FRANCISCO, CAL.



The Men Who Distribute
Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Tidewater Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SAN FRANCISCO, CAL.

SAN FRANCISCO



Associated Terminals Co.

SAN FRANCISCO — SACRAMENTO

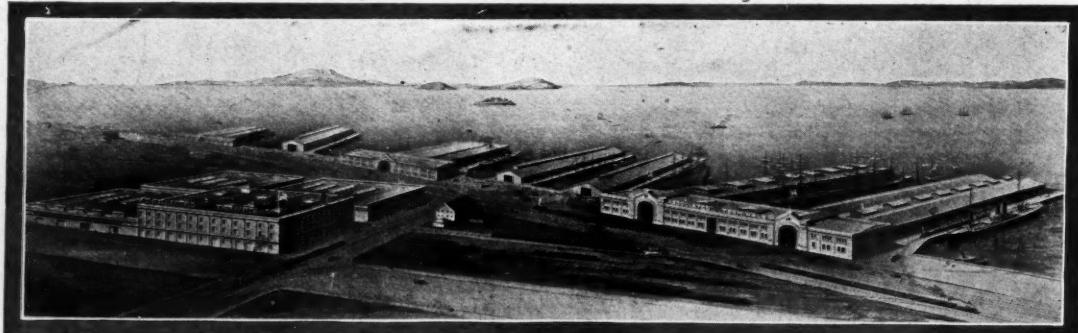
**PUBLIC WAREHOUSES****POOL CARS**

&

DISTRIBUTION

GENERAL OFFICES, 324 SANSOME STREET, SAN FRANCISCO

ONE FORTY SPEAR WAREHOUSE
HARBOR U. S. BONDED AND
FREE WAREHOUSES
PIER 29
CHINA BASIN WHARVES
AND WAREHOUSES
PIER 54
ISLAND CREEK VEGETABLE
OIL TERMINAL
SAN FRANCISCO
SACRAMENTO VALLEY DOCK
AND WAREHOUSES
SACRAMENTO, CALIFORNIA
SAN JOAQUIN VALLEY DOCK
AND WAREHOUSE
STOCKTON, CALIFORNIA



Harbor U. S. Bonded and Free Warehouses and Piers 29 and 31

October, 1922

DISTRIBUTION & WAREHOUSING

53

SAN FRANCISCO, CAL.**Distribute Thru San Francisco**

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

Pick Your Consignee

from the companies listed in this section—they are the “live wires” of the field and will handle your shipments promptly and efficiently.

DENVER, COL.

Free
Switching
From and to All
Roads
Entering
Denver



Members
C W C
A W A
N F W A

To Sell West—Store West

Nowadays, when every sale is the outcome of a lively scrap with several competitors, it's wise to get the goods onto the customer's shelves before he cools off.

Back up your salesman on the Colorado, Utah, New Mexico and Wyoming territories with a plentiful stock in our warehouse. We can reach practically any point in those states twenty-four hours after receiving instructions.

In Denver, our fleet of 42 vehicles cuts delivery time to two hours.

Our platforms accommodate twenty cars at once. We are in the heart of the jobbing district, and only three blocks from the farthest freight station. Office accommodations for brokers. Household goods stored. Every other service a warehouse can render.

The Kennicott-Patterson Transfer Company

1700—16th Street

Half block from Union Station

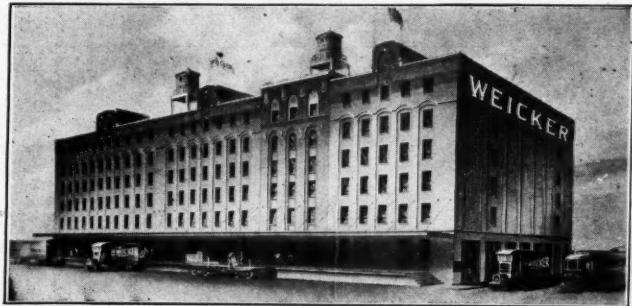
Denver

Colorado

DENVER, COLO.

When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best



Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

BIDGEPORT, CONN.

Frank E. Ballard, President D. F. Burrie, General Manager

THE GENERAL WAREHOUSING CO.

BRIDGEPORT, CONN.

New York, Pier 52½ N. River

A modern fireproof warehouse with direct rail and wharf facilities.

A complete distribution service throughout Southern New England to consumer's door.

A fleet of trucks in Southern New England.

A steamship line between New York and Bridgeport.

A fleet of trucks in the metropolitan district.

Pool Car Distribution.

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of The Bill Brothers Company

**GENERAL TRANSFER AND
FORWARDING AGENTS**

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

October, 1922

DISTRIBUTION & WAREHOUSING

55

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.
Safety Vaults for Silverware
GEORGE E. DEWEY & CO.
JOSEPH M. PELCHAT Proprietor
Local and Long Distance
FURNITURE AND PIANO MOVING
Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA
Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

HARTFORD
DESPATCH & TRUCKING CO.
HARTFORD, CONN.
Movers, Forwarders and Warehousemen

NEW HAVEN, CONN.**THE SMEDLEY CO.**

165-181 Brewery St.
FIREPROOF STORAGE WAREHOUSE
ALL PRIVATE ROOMS
Packing, Shipping, Storage of Household Goods Exclusively.
Trucking of All Kinds and Capacities.

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.
18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER
Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Company
Est. 1859
Storage { Furniture Trucking { Local and
Merchandise Long Distance
Large Padded VANS for Furniture Moving
Members N. F. W. A.

WATERBURY, CONN.

Waterbury Storage Company
John Moriarty, Inc., Prop.
Est. 1877
127 East Main St.
Elevators Fireproof Buildings Cap. 562 Rooms
Members N. F. W. A.

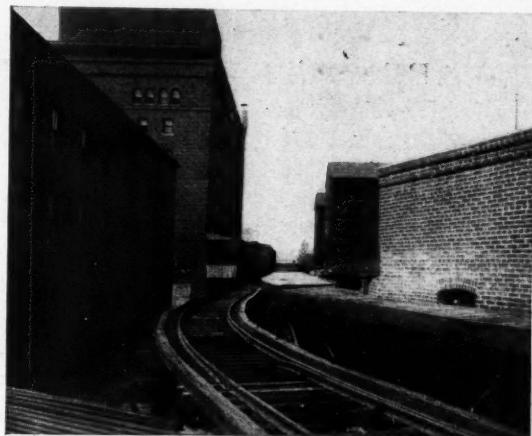
WILMINGTON, DEL.

BIRD TRANSFER COMPANY
627 EAST FOURTH ST.
"Let the
BIRDS
do your hauling"
Railroad and Dockage—Penn. R. R., B. and O.
R. R. and Phila. & Reading
Distribution of General Merchandise, Storage,
Packing and Shipping of
Household Goods
LOWEST INSURANCE IN THE STATE

WASHINGTON, D. C.**Fireproof
Construction
Service-
Promotion**

Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services

Smith Transfer & Storage Co.
1313 You Street, Washington, D. C.
MEMBERS N. F. W. A.

**WASHINGTON, D. C.**

When in need of Merchandise Ware-
house Service of any kind in

WASHINGTON, D. C.

Call on Us

The Terminal Storage Co.
of District of Columbia
First and L Streets, N. E.
B & O Sidings to Warehouses

WASHINGTON, D. C.

UNITED STATES STORAGE CO.
418-420 TENTH STREET, N. W.

MEMBERS:

National Furniture
Warehousemen's Association

Efficient and Courteous
Service

Modern Fireproof Warehouse

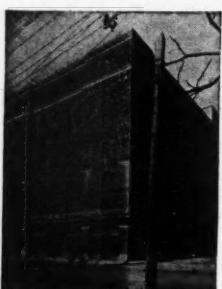
We send our check immedi-
ately upon receipt of bill of
lading, for your charges.

Member:
American Warehousemen's Assn.



Distributors of Pool Cars

JACKSONVILLE, FLA.

Member National Furniture
Warehousemen's Association

Delcher Bros. Storage Co.
459-61-63-65 Riverside Avenue
FIREPROOF WAREHOUSE

Low Insurance Rate.

We Move, Pack, Store and Ship
Household GoodsDistributing Pool-Car a
SpecialtyFLORIDA'S LARGEST
Shippers of Automobiles
for Tourists

JACKSONVILLE, FLA.

UNION TERMINAL WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE AND FORWARDING

Special attention to handling of pool cars.

LAKELAND, FLA.

YARNALL TRANSFER & STORAGE COMPANY

Located in the center of the railroad and hard road district
of South Florida.

If you are interested in making a 24 hour quicker delivery
to your customers than you are now doing, write us.

Moving Packing Storing Distributing

MIAMI, FLA.

The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Warehouse.
Facilities for distribution of pool cars. Moving, packing, ship-
ping and storing Household Goods and merchandise.

Private Trackage Motor Equipment
Cor. Ave. C and 2nd St., Miami, Fla.

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.
Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinez Streets

PENSACOLA, FLA.

PENSACOLA, FLA.

Storage—Distribution—Forwarding

Merchandise Only

Prompt Service—Accurate Accounting

THE M. F. GONZALEZ COMPANY

ATLANTA, GA.

B. U. JONES TRANSFER & STORAGE CO.

Merchandise Storage and Distribution. Household goods
packing and storage. Carloads a specialty. Centrally
located.

109-111 PETERS ST.

ATLANTA, GA.

MORROW

Transfer & Storage Company HOUSEHOLD GOODS and COMMERCIAL STORAGE

Distributors—R.R. Trackage—Carloads a Specialty
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

ATLANTA, GA.

NATIONAL Bonded Warehouse

Atlanta's Newest and Largest Warehouse

STORAGE and DISTRIBUTION

Liberal Cash Advances Made on Storage

"Bonded for Your Protection"

ATLANTA, GA.

JOHN J. WOODSIDE STORAGE CO., Inc.

Established 1891

Office: 239-241 Edgewood Avenue, Atlanta, Georgia

STORAGE—MOVING—PACKING—SHIPPING

HOUSEHOLD GOODS AND PIANOS EXCLUSIVELY

Our Three Warehouses Are Convenient to All Freight
Depots



We will give your customer the right kind of
service at this end and your interests will be
well protected

The Men Who Distribute

Aunt Jemima Pancake Flour

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Buck's Stoves and Ranges

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

ATLANTA, GEORGIA

STORAGE

DISTRIBUTION



MERCHANDISE ONLY

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH Established 1900
THE HOLLINGSWORTH WAREHOUSES
 STORAGE, DISTRIBUTION AND FORWARDING
 MERCHANDISE ONLY

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street 602 to 616 Sixth Street

BOISE, IDAHO

PEASLEY
TRANSFER & STORAGE COMPANY
 STORAGE, TRANSFER AND FORWARDING
 NINTH AND GROVE STREETS

A D V E R T I S I N G
 Doesn't Jerk — it
 Pulls — a Steady Pull
 Every ad Goes to Confirm
 the one Before it—to
 Strengthen the One That
 is to Follow and There's
 No Waste of Effort or
 Money. The Stayer Wins
 Every time.

POCATELLO, IDAHO

**Garrett Transfer &
 Storage Co., Inc.**

Storage, Distributing,
 of Merchandise.

Pool Cars a Specialty.

Write for Rates

Pocatello, Idaho

**Pick Your
 Consignee**

from the companies listed in
 this section—they are the "live
 wires" of the field and will han-
 dle your shipments promptly
 and efficiently.

BLOOMINGTON, ILL.

Here Is Your New Bloomington Branch

That desire you have long had, to distribute to the center of the Middle West economically and swiftly, is about to be satisfied.

You only need place a stock on our floors, and send us a list of your accredited customers. Then they may order from us direct, receiving their goods with surprising promptness, in excellent condition.

We can deliver to practically any point in Illinois in one day; in the adjacent states in one or two. Five trunk lines are connected by rail with our platforms, and switching is gratis.

Our building is fire-resistant, sprinkled, immaculately clean. Our local delivery provides thirty-minute connection with four of the best jobbing houses in the state.

Refer to Fels & Co., The Sharpless Separator Co., The Montauk Metallic Bed Co., or the American Sugar Refining Co., for a statement of the service we render.

Name the commodity you manufacture or distribute, and find how reasonable our rates are. Name the field absorbing your product and learn how we are able to reach it at low cost. Dictate the letter before you turn the page.

The
JOHNSON
TRANSFER & FUEL CO.

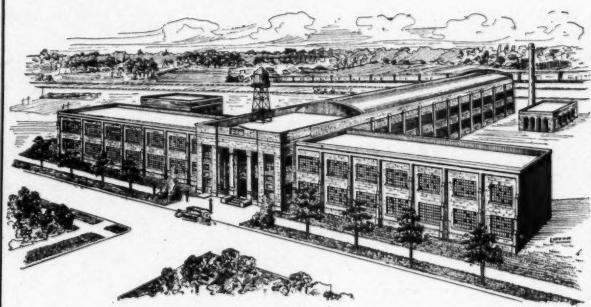
Office, 401-403 Center St.

CAIRO, ILL.

Cairo Storage and Forwarding Company

CAIRO, ILLINOIS

Incorporated—Bonded—Licensed
COAST TO COAST SERVICE BY WATER OR RAIL
SHIP US YOUR POOL CARS FOR DISTRIBUTION
WE CAN SAVE YOU MONEY

CHAMPAIGN, ILL.

C. M. CALDWELL STORAGE COMPANY

Fireproof Merchandise Warehouse Five Blocks from Business Center Free Switching on all Railroads.

40,000 square feet. Private siding on Illinois Central R. R. Pool Car Distributors.

1002 N. Market St. Champaign, Ill.

CHICAGO, ILL.

BEKINS HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating
CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—in the world-famous Central Manufacturing District—the geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the —

Continental Warehouse Co.
416-434 West 12th Place — Chicago

Sprinkled warehouses in the heart of the freight terminal district

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

**MERCHANDISE
STORAGE EXCLUSIVELY**

**MODERN BUILDINGS
CONVENIENT LOCATION
UP-TO-DATE METHODS
ADEQUATE FACILITIES
LOW INSURANCE RATES
EXPERIENCED EMPLOYEES**

CHICAGO, ILL.



G and W Service

THE MOST COMPLETE,
EFFICIENT AND ECONOMICAL
WAREHOUSING AND DISTRIBUTION
SERVICE IN
CHICAGO

No commissions to Storage Brokers

GRISWOLD & WALKER, Inc.

1501 South Peoria Street

CHICAGO, ILL.

**EMPIRE
STORAGE
COMPANY**

Fireproof
Warehouses
(Established 1891)



A Distinctive Organization

Our correspondents' interests are carefully safeguarded.
Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.

Close proximity to the Belt Line Switch Tracks promotes expeditious handling of shipments from all trunk lines.



**EMPIRE STORAGE
COMPANY**
52ND ST. AND COTTAGE
GROVE AVE.

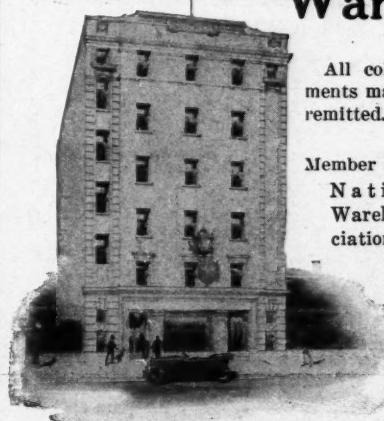
MEMBER
National Furniture Warehousemen's Assn.
Illinois

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of
National Furniture
Warehousemen's Association, Illinois, New York and Southern
Warehousemen's Association.

Our Seventh Warehouse
on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

CHICAGO'S POOL-CAR DISTRIBUTORS
Mark your consignments for

**The DREXEL STORAGE &
TRANSFER COMPANY**

4837-4839 Cottage Grove Ave., Chicago, Ill.

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

No Delays

Downtown Modern Warehouse

Switch Track Connections with All Roads

EDWARD LASHAM CO.

1559 S. State St.

Chicago
Illinois



CHICAGO, ILL.

**M & E
WAREHOUSE
COMPANY**

PERSONAL service warehouse acting as your Chicago branch or agent. Merchandise storage and distribution. Cartage contractors. 10-car private switch connections with all railroads. Trap car service. Members Illinois Warehouse Association. Reshipping to all parts.

Formerly
Mitchell &
Ehninger

OWEN J. MCALOON, President
1823 to 1847 South Canal Street
CHICAGO, ILLINOIS

CHICAGO, ILL.

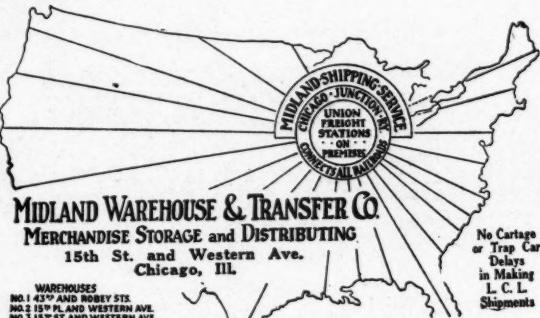
Storage—Packing and Shipping—Motor Van Service

North Shore Fireproof Storage Co.

4820-4822 Broadway—4821-4829 Broadway
1330-1332 Morse Ave. (Rogers Park)

"Consign car lots to our private switch track on O. M. & St. Paul Ry."
Members Illinois and National Furniture Warehousemen's Association

CHICAGO, ILL.



CHICAGO, ILL.

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

**FROSTPROOF
MERCHANTISE STORAGE**

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.

Soo Terminal Warehouse
Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage
Via Chicago Tunnel. Absolutely Fireproof

"The Economical Way"

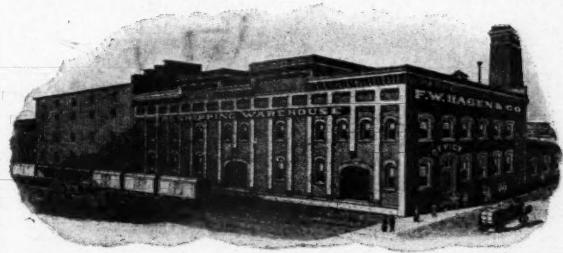
W. G. Morgan, Manager 519 W. Roosevelt Road

October, 1922

DISTRIBUTION & WAREHOUSING

61

CHICAGO, ILL.



RESHIPPING WAREHOUSES

Branch Grand Crossing
Harvey, Ill. L. C. L. without cartage
Phone 46 Daily Trap Cars
H. P. 3109—Midway 4940 So. Chicago, Ill.
Phone 367

LUMBER AND YARD STORAGE OFFICES
DERICKS, SPACE, TRACKAGE
AUTOMOBILES, TRUCKS, TRACTORS
STEEL AND HEAVY PRODUCTS

Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

Jos. Stockton Transfer Co.
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.



When you want a WAREHOUSE AT

CHICAGO,

Write or wire WESTERN



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the Largest Public Warehousing Unit West of the Atlantic Seaboard.

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9¢ per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

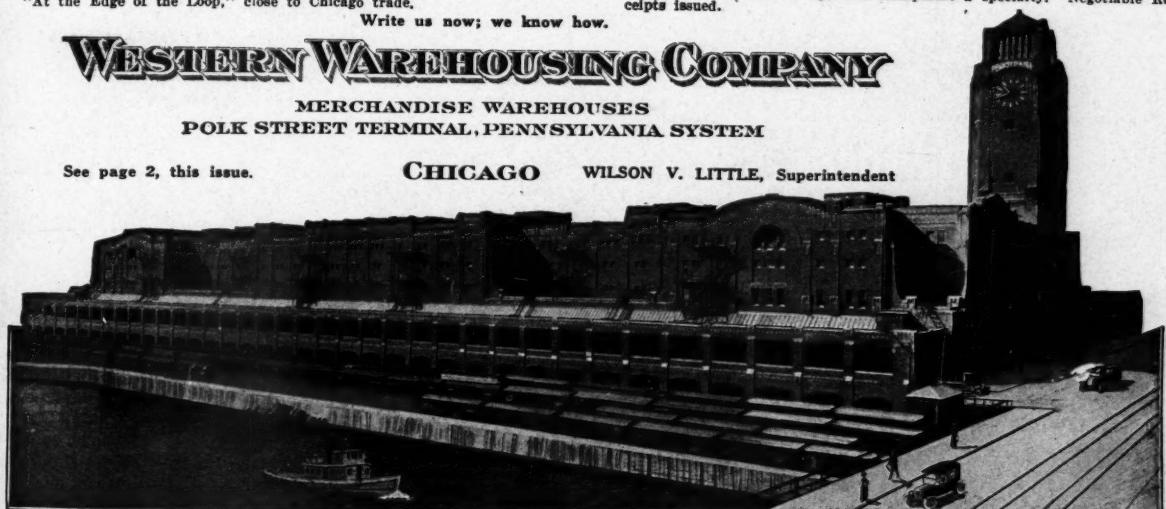
STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipping anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

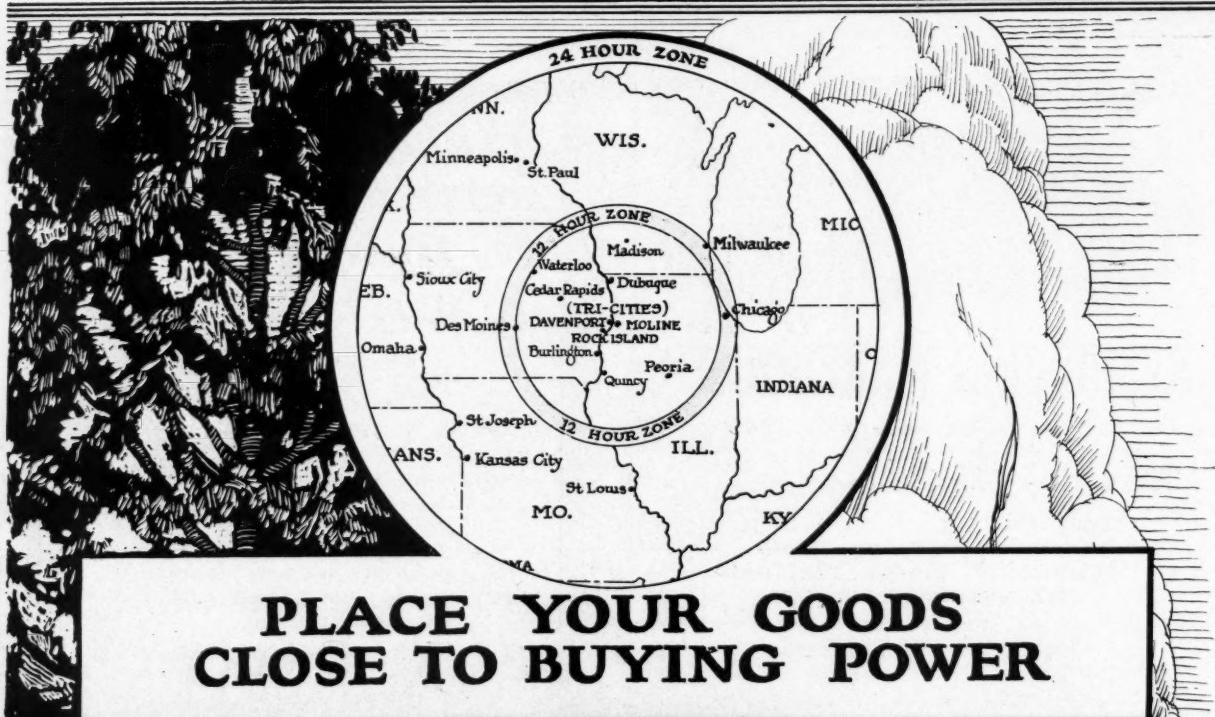
WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

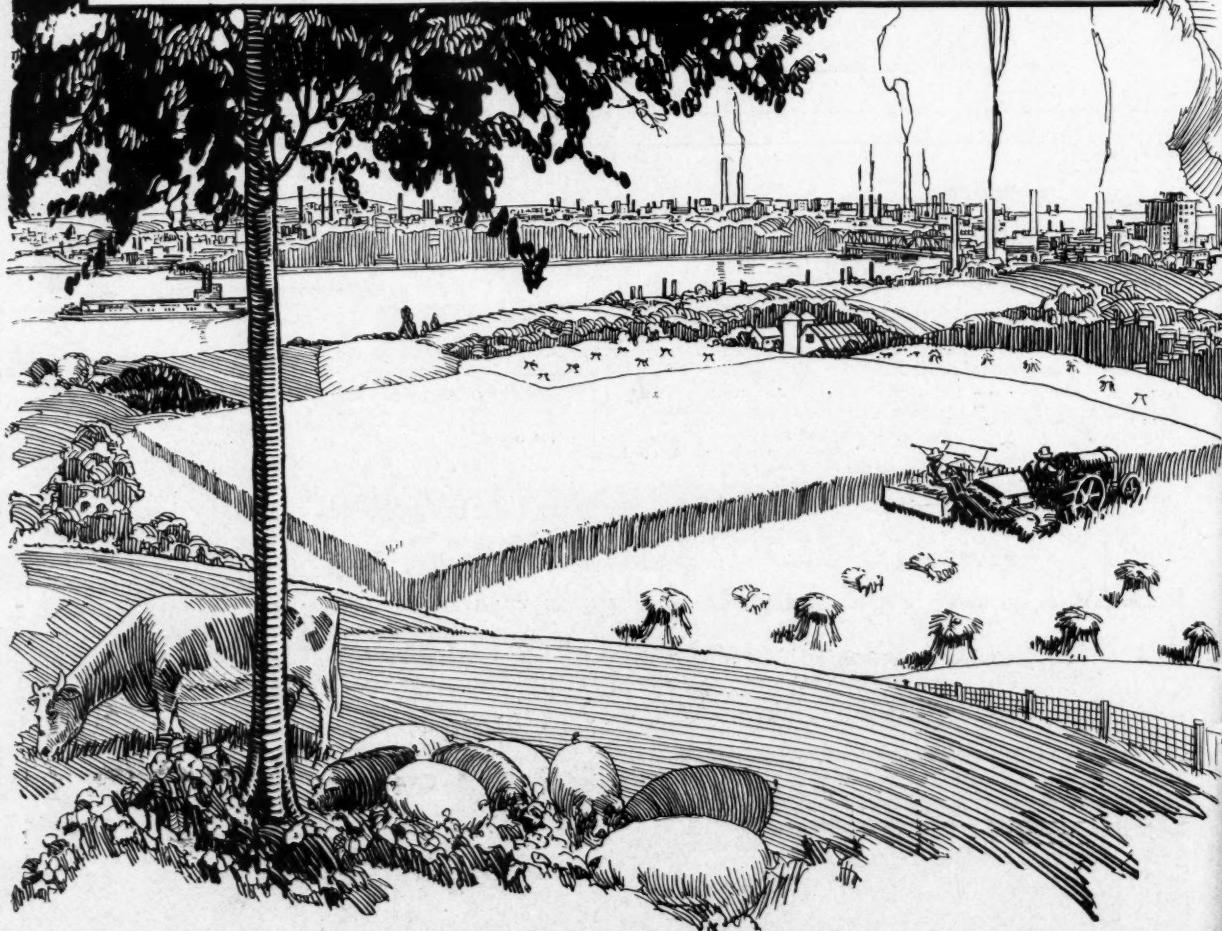
See page 2, this issue.

CHICAGO WILSON V. LITTLE, Superintendent





**PLACE YOUR GOODS
CLOSE TO BUYING POWER**



ROCK ISLAND, ILL.

MOLINE, ILL.

DAVENPORT, IA.

TRI CITIES ON THE MISSISSIPPI

*The Center of Prosperity
of the Middle West*

When you think of the average American you picture a hard-working, well-paid, comfort loving, good-natured fellow of thirty to forty. He's married, got two or three youngsters, an equity in a farm or house and lot, and maybe one or two unpaid bills. The creditor isn't worrying.

Walk ten steps along the streets of the Tri-Cities, and you'll see a hundred of him. Go ten miles along the roads hereabouts, and he'll grow so common you won't notice him.

But offer that fellow something he likes at a fair price and make it easy for him to get. *Then* you'll notice him!

Making it easy for him to get is where we shine. We also help make the price pleasing to him. And we deliver to him in good condition.

Our sixteen warehouses have a total floor space of 331,900 square feet, and represent an investment of close to \$600,000. There is ample capacity, whatever your needs; full responsibility, whatever your requirements.

Our motor truck service reaches every part of the cities and 60 miles around every day. Goods are unloaded and loaded from private sidings, under cover. The greater part of our houses are fire-proof. Insurance is low.

With such facilities as these we are exceptionally placed to reship beyond the Mississippi, giving you the benefit of the rate-break.

Consign to one of the below addresses.

Rock Island Transfer & Storage Co.....	Rock Island, Ill.
Voss Bros. Transfer & Storage Co.....	Rock Island, Ill.
Ewert & Richter Express & Storage Co.....	Davenport, Ia.
Merchants Transfer & Storage Co.....	Davenport, Ia.
Crandall Transfer & Warehouse Co.	Moline, Ill.

Members All Warehousing Organizations

CHICAGO, ILL.

**TOOKER STORAGE &
FORWARDING CO.
MERCHANTISE WAREHOUSEMEN**

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck Service

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville.
Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

PEORIA, ILL.

National Warehouse Co., Inc.

1321-1335 So. Washington St., Peoria, Ill.

FIRE PROOF STORAGE



75,000 Square Feet Storage Space

Storage, Distributing, Forwarding

of

Merchandise & Household Goods

Capital \$300,000

DECATUR, ILL.

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments

HAMMAN BROS.
TRANSFER-STORAGE-PACKING-SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.
William & Broadway St.

Decatur, Ill.

ROCKFORD, ILL.

*"The Choice of the Greatest Industries"*

FORT WAYNE, IND.

WALTER A. BORGGMANN, Pres.

CHRISTIAN F. BORGGMANN, Sec'y-Treas.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

FORT WAYNE, IND.

Fort Wayne Storage Company
FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

FORT WAYNE, IND.

PRIVATE SIDING

Pettit's Storage Warehouse Co.

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

The Men Who Distribute

Climalene

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

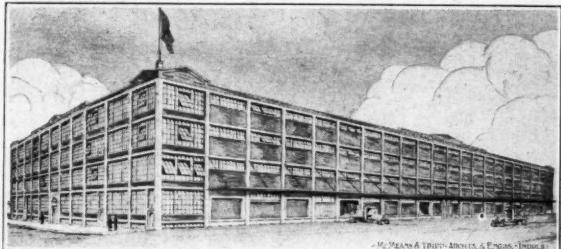
American Steel and Wire

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.

Central Public Warehouse Co.

I. C. STROHM, PREST. and MANAGER



Our New Fireproof Warehouse Now Under Construction
First Unit Now Completed

Operating five modern warehouses. Now erecting a complete fireproof five story warehouse building with all modern equipment.

Pool cars handled by special system of checking. Distribution by well organized fleet of fourteen motor trucks.

Centrally Located—Direct Trackage
On Pennsylvania Railroad

INDIANAPOLIS, IND.

HOGAN



**"Goods for
Indianapolis
are Goods
for
HOGAN"**

A modern fireproof plant that cost \$200,000 before the war. That means pre-war overhead, consequently lower rates.

Located an equal distance from, and near to the principal residence districts of a wealthy city. Every facility for the safe, convenient keeping of all household goods.

We are glad to act as receiving agents for furniture shipments. You may assure your client of perfect service on his arrival. Motor van service and heated rooms.

HOGAN TRANSFER & STORAGE CO.
Indianapolis Indiana

INDIANAPOLIS, IND.

17 Years of Efficient Service

Henry Coburn Storage & Warehouse Co.

INDIANAPOLIS

Storage and Distribution of General Merchandise



Newly elevated tracks with drive-ways underneath. No delays to trucks during switching.

Most centrally located warehouse in city as to depots and wholesale district.
No goods exposed to weather. Inside trackage for 10 cars. Six electric elevators.

Elevated double track switch inside building and other improvements recently completed, costing \$104,500.00. Increased cool and dry space for potatoes, apples, etc., not requiring refrigeration.

Prompt delivery service with fleet of White trucks. Teams for hauling heavy machinery, etc.

FRANK F. POWELL

President and Manager

INDIANAPOLIS, IND.

Move the Red Ball Way

WHO MOVES YOU IS JUST AS IMPORTANT AS WHERE YOU MOVE

Moving Furniture and Household Goods Our Specialty

Our connections in the various large cities enable us to quote prices that can not be equaled.

We will extend credit to shippers who are short of ready money.

Ask About Our Payment Plan

LARGEST TRUCKING ORGANIZATION IN AMERICA



Reference:
Bradstreet

RED BALL TRANSIT CO.

"NATIONAL HOUSEHOLD MOVERS"

COLUMBUS, OHIO
204 James Bldg.

HOME OFFICE

DETROIT, MICHIGAN
601 Book Bldg.

CLEVELAND, OHIO
408 Ulmer Bldg.

INDIANAPOLIS, INDIANA
705 MERCHANTS BANK BLDG.

PITTSBURGH, PENNA.
702 Arrott Bldg.

DAYTON, OHIO
511 Dayton Sav. & Trust Bldg.



CHICAGO, ILLINOIS
1102 Century Bldg.

CINCINNATI, OHIO
601-The 525 Walnut St. Bldg.

TOLEDO, OHIO
429 Nicholas Bldg.

NEW YORK CITY, N. Y.
419 Knickerbocker Bldg.
42nd St. and Broadway

PHILADELPHIA, PA.
509 Land Title Bldg.

WASHINGTON, D. C.

BALTIMORE, MD.

BOSTON, MASS.

INDIANAPOLIS, IND.

INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them. We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

INDIANAPOLIS, IND.

McNamara
Bonded Warehouses

UNLIMITED SERVICE

ASSEMBLERS, FORWARDERS AND
DISTRIBUTORS OF POOL CARS

United States Government Bonded and Licensed Warehouse No. 60. Operating under Indiana Uniform Warehouse Receipts Acts of 1921. Indiana Warehouse Permit Class A.

Telephone
Circle 8407946 West New York Street
Indianapolis, IndianaBig Four
Sidings

INDIANAPOLIS, IND.

Est. 1895

OTTO J. SUESZ

WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding. Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

INDIANAPOLIS, IND.

TRIPP
WAREHOUSE COMPANYMERCHANDISE STORAGE
AND DISTRIBUTION

MOTOR TRUCK DELIVERY

The Men Who Distribute

United Drug Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

KOKOMO, IND.

Tudor Warehouse Co.
SERVICE

Kokomo — 513 N. Buckeye St. — Indiana

MERCHANDISE DISTRIBUTION
AND
HOUSEHOLD GOODS STORAGE

Member National Furniture Warehousemen's Ass'n

SOUTH BEND, IND.

WARNER WAREHOUSE COMPANY
Merchandise
Distribution and Warehousing

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:
American Warehousemen's Ass'n., Central Warehousemen's Club, American Chain of Warehouses.

SOUTH BEND, IND.

Phone Main 774

Woodworth's Storage and Transfer Line

FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

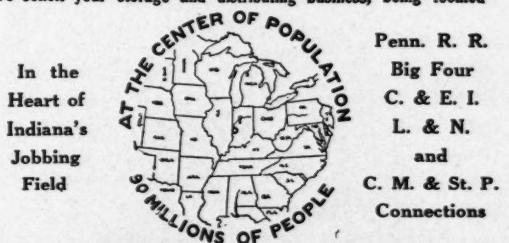
J. P. WOODWORTH, Manager

MEMBERS: { National Furniture Warehousemen's Ass'n. SOUTH BEND, IND.
Indiana Transfer Men's Ass'n.

TERRE HAUTE, IND.

Store in Terre Haute

We solicit your storage and distributing business, being located

TERRE HAUTE WAREHOUSE & STORAGE CO.
TERRE HAUTE

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

The Men Who Distribute

Colgate Laundry Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DES MOINES, IOWA

FRANK O. GREEN, President

FORD L. VAN HOESEN, Secy.-Gen. Manager

BLUE LINE STORAGE COMPANY

200-226 Elm Street, Des Moines, Iowa



115,000 Square Feet Storage Space.

In the center of the wholesale district.

**General Merchandise
STORAGE—DISTRIBUTION—FORWARDING
CARTAGE—HEAVY HAULING**

Private tracks with capacity of 16 cars connect with all railroads entering Des Moines.
Free switching. Covered loading dock serves 20 trucks or teams simultaneously.

PROMPT SERVICE GUARANTEED

DES MOINES, IOWA

W. L. Hinds, President
H. D. Liddle, Secy.-Treas.

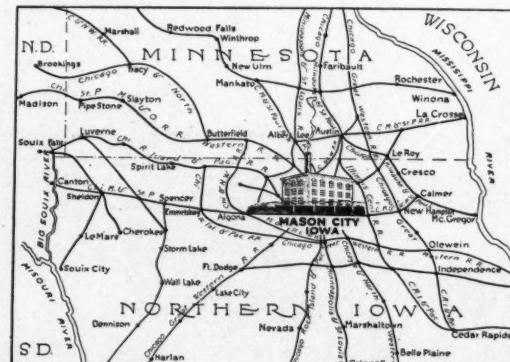


MERCHANTS
TRANSFER & STORAGE CO.
DES MOINES, IOWA.

Merchandise
Distribution, Storage and Forwarding
Free Switching Charges

Cars run direct into building for unloading.

MASON CITY, IOWA



**Economize by Using Cadwell
Service in Mason City, Iowa**

We operate a large fireproof warehouse in which we can handle your spot stocks and from which we re-ship your pool cars into our large territory. We make this service our specialty in this territory, aiding the shipper to cut cost and obtain better results in spite of the great increases in freight rates.

Our building and our truck fleet give you "SERVICE THAT IS SERVICE" from an ideal location in the heart of the city. Mason City is the head of a vast agricultural district of the Middle West, is served by the main railroads of the Northwest and has ideal service with all western cities. As the map shows, Mason City has an unparalleled advantage over other distributing points of this territory. We will be glad to serve in any way at any time. Write us.

Cadwell Transfer & Storage Company
Mason City, Iowa

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

WICHITA, KANSAS

BEST DISTRIBUTING POINT FOR THE SOUTHWEST

Warehouse 25,000 square feet floor space. Free switching privileges. A. T. & S. F., C. R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads.
ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

Southwestern Storage and Distributing Company

428-432 North Wichita Street, Wichita, Kansas

POOL CAR DISTRIBUTORS

Correspondence solicited

ATCHISON, KANSAS

The Grodick Transfer and Storage Co.*Commercial Storage*

Distributors—R.R. Trackage—Carloads a specialty.
Prompt Service—No Congestion
Missouri River Freight Rate Adjustments.
Household Goods—Moved, Packed, Stored, Shipped.

KANSAS CITY, KANSAS

**THE INTER-STATE
TRANSFER & STORAGE COMPANY**

PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

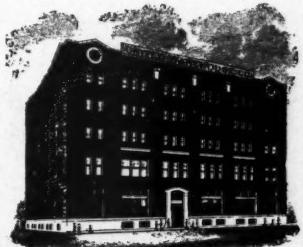
**Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCANDISE STORAGE and POOL
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

WICHITA, KANSAS

A. F. JONES, President
A. S. PARKS, Vice-President
J. H. BRUGH, Sec'y and Gen'l Mgr.



WE OPERATE THREE OF
THE FINEST FIREPROOF WAREHOUSES
IN THE MIDDLE WEST



ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts
Capital \$100,000.00

LOUISVILLE, KY.

FIREPROOF STORAGE CO., Inc.

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION
Only absolutely FIREPROOF STORAGE WAREHOUSES
in our city

Assembling and Distributing Car Shipments a Specialty
Prompt attention given to collections

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce

Louisville Public Warehouse Co.
Louisville, Kentucky

W. N. Cox, President. E. H. Bacon, Vice-President.

LOUISVILLE, KY.

**SAFETY TRANSFER AND
STORAGE CO., INC.***"Louisville's Leading Movers & Packers"*

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

ALEXANDRIA, LA.

**Carnahan's Transfer &
Storage**

Alexandria,

La.

Merchandise and Furni-
ture Storage Distributors
and Forwarders.

Auto Truck Service

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

NEW ORLEANS, LA.

LET US PILOT YOU



Bank Your Merchandise With

Appalachian Corporation, Inc., of La.

New Orleans, U. S. A.

"THE CITY OF NEW OPPORTUNITY"
Louis B. Magid, PresidentStorage Capacity
3000 CarloadsExecutive Offices
617 Common St.

RESPONSIBILITY + EFFICIENCY = APPALACHIAN

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

*All cement warehouses, low insurance,
low handling costs.**Only one-half square from Mississippi
River.**Track facilities for seventy-three (73)
cars at one time.**Operated in conjunction with Dennis
Sheen Transfer, Inc., oldest and most
complete hauling corporation South.**Electrical unloading and piling devices
built to eliminate any damage in han-
dling.**Excellent switching connections, with
all lines entering New Orleans.***INDEPENDENT WHSE CO., Inc.**
New Orleans, La.

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association
American Chain of Warehouses

BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.

Fireproof Wh'se in rear

BALTIMORE, MD.

L. LEVERING, Pres.

CENTRAL WAREHOUSE CO.

Storage—Transfer—Shipping

517-525 W. Baltimore Street

WATER AND RAIL CONNECTIONSLarge Space Available for
Export and Import Shipments

Pool-Cars Handled

Low Insurance

BALTIMORE, MD.

**FIDELITY
STORAGE CO.**

2104-6-8-10 Maryland Avenue

Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

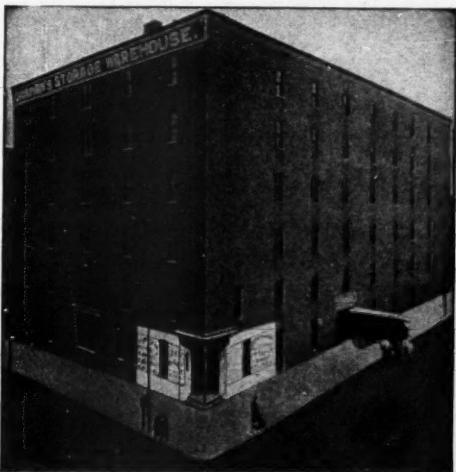
The Men who Distribute

"Jello"Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index.

BALTIMORE, MD.**Graham's Storage Warehouse***The Largest in Baltimore*

Established 1887

GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

**MOVING — PACKING — SHIPPING
MOTOR EQUIPMENT**

Send us your Baltimore Consignment
Members, Md. Whse. Assn., Nat. F. W. A.

BALTIMORE, MD.**THE KAUFMAN FIREPROOF
STORAGE WAREHOUSES**

Chas. H. Kaufman, Prop.

General Offices:

524 to 530 W. Lafayette Avenue, Baltimore, Md.

Warehouses	524-534 W. Lafayette Ave. 532-534 W. Lafayette Ave. 1404-1406 Division St. 1405-1407 Brunt St.
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Members	N. F. W. A. A. W. A. Balt. F. W. A.
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Entire Motor Equipment

BALTIMORE, MD.*Established 1879***MONUMENTAL STORAGE &
CARPET CLEANING CO.**1110-1116 PARK AVENUE, BALTIMORE,
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.**Security Storage & Trust Company***Resources Over One Million Dollars*

15 W. North Avenue

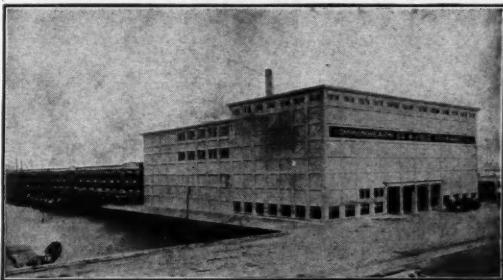
FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

*Members of
Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association*

BOSTON, MASS.**"Where Rail Meets Sail"**

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York, New Haven and Hartford.

Perfect local distribution facilities.

Commonwealth Ice & Cold Storage Co.
220 Northern Ave., **BOSTON, MASS.**

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

BOSTON, MASS.

Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad
Dockage for Steamers and Vessels

Storage of Wool, Leather and General Merchandise

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

The Suffolk Storage Warehouse Company

96 to 104 Northampton Street

L. G. MYERS, Manager

Gives assurance of the best service in handling consignments either for storage or delivery to house or apartment, unpacking and setting up. Only men with long experience are employed.

Established 1890

4 Buildings with 1000 Rooms

Low Insurance Rates

Convenient to All Freight Terminals

Members of
American Warehousemen's Association
National Furniture Warehousemen's Association

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

We will Lease or Build to Suit Tenants

Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

BROCKTON, MASS.

BROCKTON FIREPROOF STORAGE COMPANY
43 North Montello Street, Brockton, Massachusetts
 General Merchandise. Distributing. Separate Rooms for Furniture.
 Negotiable Receipts.
 Bonded Warehouse. Our own Side Track. Member A. W. A.
 Located in center of business and shipping district
 on N. Y., N. H. & H. R. R.

CAMBRIDGE, MASS.

When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
 134 Massachusetts Avenue, Cambridge, Mass.
 WARREN B. HIBBERT, Manager

HOLYOKE, MASS.

HOLYOKE WAREHOUSE CO.

Park and Crescent Streets

MODERN FIREPROOF WAREHOUSE

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

TRY OUR SERVICE

Heavy Haulage

Truck Service

HOLYOKE, MASS.

Sheldon Transfer & Storage Co., Inc.
 ESTABLISHED 1870
 Main Office 647 Main St. Branch Office 47 Main St.
 SPECIALISTS IN POOL CARS
 Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

LOWELL, MASS.

A REAL ALL-ROUND SERVICE INSTITUTION

Located in a thickly populated area, we are prepared to render any and all forms of service in connection with the business of storing, distributing and reforwarding. Our facilities and organization assure you of care, promptness and attention to all details covering your transactions with us. The brief details of our organization follow:

HARVARD STORAGE AND WAREHOUSE COMPANY OF LOWELL

Approximately 500,000 sq. ft. of space.

Track connections with New York, New Haven & Hartford, and Boston & Maine Railroads. Free switching. Private trackage capacity of twenty (20) cars.

Light and heavy hauling. Weighing, sampling and other services expected in a real warehouse.

Shipments solicited.

WALTHAM, MASS.

GIBBS EXPRESS CO., YETTEN'S STORAGE

216 Newton St. 613 Main St.

General Merchandise Distribution
 Siding on Watertown
 Branch Boston & Maine R. R.
 Five Trips Daily to Boston

WORCESTER, MASS.

Bowler Storage and Sales Company

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils, Heavy Machinery and General Merchandise Distribution.

By an Organization Whose Policy Is
 SECURITY, SYSTEM and SERVICE

BAY CITY, MICH.

The

Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.
 Car Load Lots and less than Car Load Lots.
 Private Railroad Track—Sidings on all railroads entering Bay City.
 Office & Warehouses:
 Cor. 2nd & Adams St., Bay City, Mich.

BAY CITY, MICH.

G. VAN HAAREN

P. Van Haaren & Sons Storage Co.

FIRE PROOF STORAGE

Steel Compartments for Furniture Storage
 GENERAL TRANSFER LINE
 MOTOR TRUCK SERVICE

BAY CITY, MICHIGAN

GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL
WAREHOUSE IN WESTERN
MICHIGAN**



**COLUMBIAN STORAGE &
TRANSFER CO.**

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.
Free Switching

GRAND RAPIDS, MICH.

Kent Storage Company

Main Office and Warehouses
Front Avenue and Pennsylvania Tracks
Grand Rapids, Mich.

General Merchandise

Storage and Reforwarding
Six Warehouses Floor Space 200,000 sq. ft.
Pool Car Distributing
Light and Heavy Hauling (Power Trucks)
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on
Penna. and Pere Marquette R.R.s.
Located in Center of Wholesale District Within
Three Blocks of All Freight Houses.
When You Need Better Service in Grand Rapids
Get in Touch with Us!
Insurance Rate 55c. per \$100.00 Annum.
Brick Construction — Automatic Sprinkler
System.

COLD STORAGE

500,000 Cubic Feet
Temperatures
Zero to 40 Above

Members of { American Chain of Warehouses
American Warehousemen's
Association



E. R. McCOY,
General Manager

GRAND RAPIDS, MICH.

**Most up-to-date Warehouse
in Michigan**

100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.

Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

General Merchandise Storage

Cartage Facilities.

High Grade Service Guaranteed.

Negotiable and Non-negotiable Warehouse
Receipts Issued.

Pool Car Distribution.

Furniture Manufacturers Warehouse Co.

505-511 Fulton St., West

Grand Rapids, Mich.

KALAMAZOO, MICH.

HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

LANSING, MICH.

THE LOGICAL DISTRIBUTING POINT
FOR POOL CAR SHIPMENTS IN MICHIGAN
COMMERCIAL AND FURNITURE STORAGE
7 MOTOR TRUCKS FOR TRANSFER SERVICE

Fireproof Storage & Transfer Co.

LANSING, MICH.

Lansing Storage Company

Exclusive Household Goods Storage
Moving, Packing, Shipping
Motor Van Service for Inter-city Work
"We know how"
412 No. Washington Ave., Lansing, Mich.

LANSING, MICH.

Lansing Warehouse Company

403-5-7 East Shiawassee Street

Merchandise 325,000 cu. ft.	Storage	Household Goods 25,000 cu. ft.
--------------------------------	---------	-----------------------------------

Distributors Pool Car Shipments

Ship N. Y. C., M. C., P. M., G. T. W. R. R. or Electric

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

DULUTH, MINN.

SECURITY STORAGE & VAN CO.

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS**

TRUCK SERVICE

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

MINNEAPOLIS, MINN.

**FIRE PROOF**

Locked Private Fireproof Rooms for Storage of Household Goods, Lowest Insurance Rate in Minneapolis

MOVING—PACKING—SHIPPING

POOL CAR DISTRIBUTORS

Complete Fleet of Auto and Horse Vans

MINNEAPOLIS, MINN.

Skellet Company

MINNEAPOLIS

1,000,000 cubic feet

Fireproof Storage
Merchandise and Household
Goods

We issue our own insurance, authorized by State Insurance Commission

Bonded to the State of Minnesota for \$50,000

MINNEAPOLIS, MINN.

SECURITY**WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE
STORAGE And
DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage****Motor Truck Deliveries****Located in heart of whole-
sale district****Minneapolis**

ST. PAUL, MINN.

St. Paul

Minn.

**Distributors and Handlers of****HOUSEHOLD GOODS**

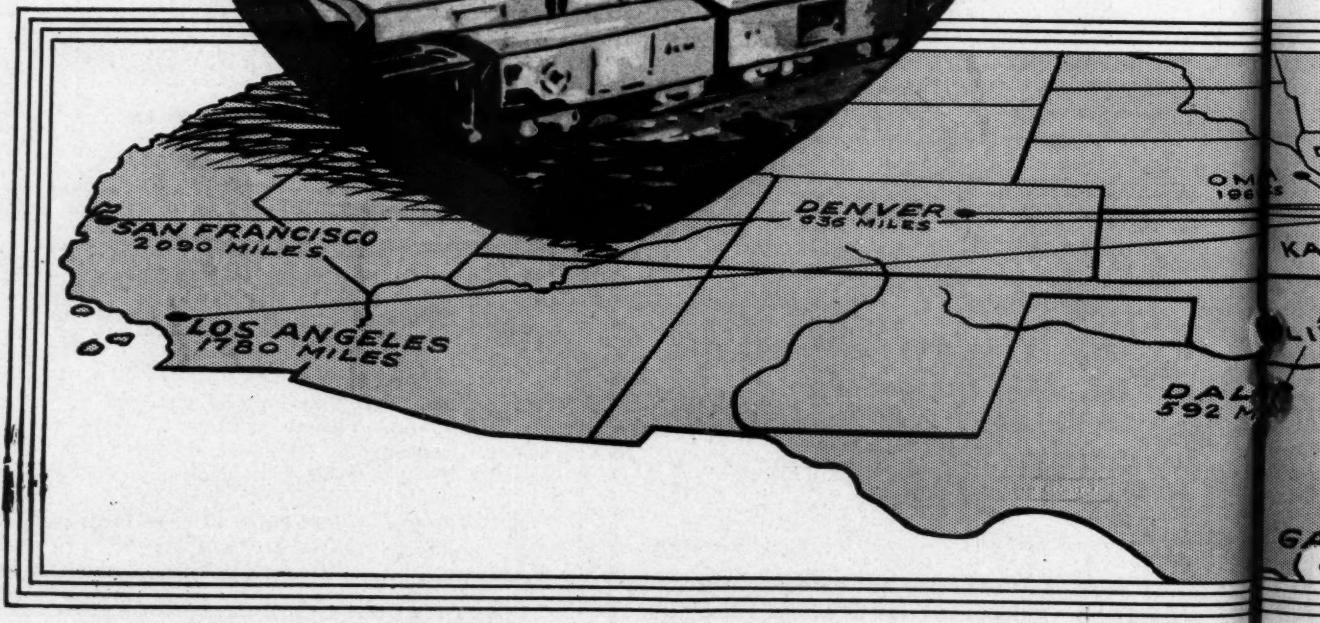
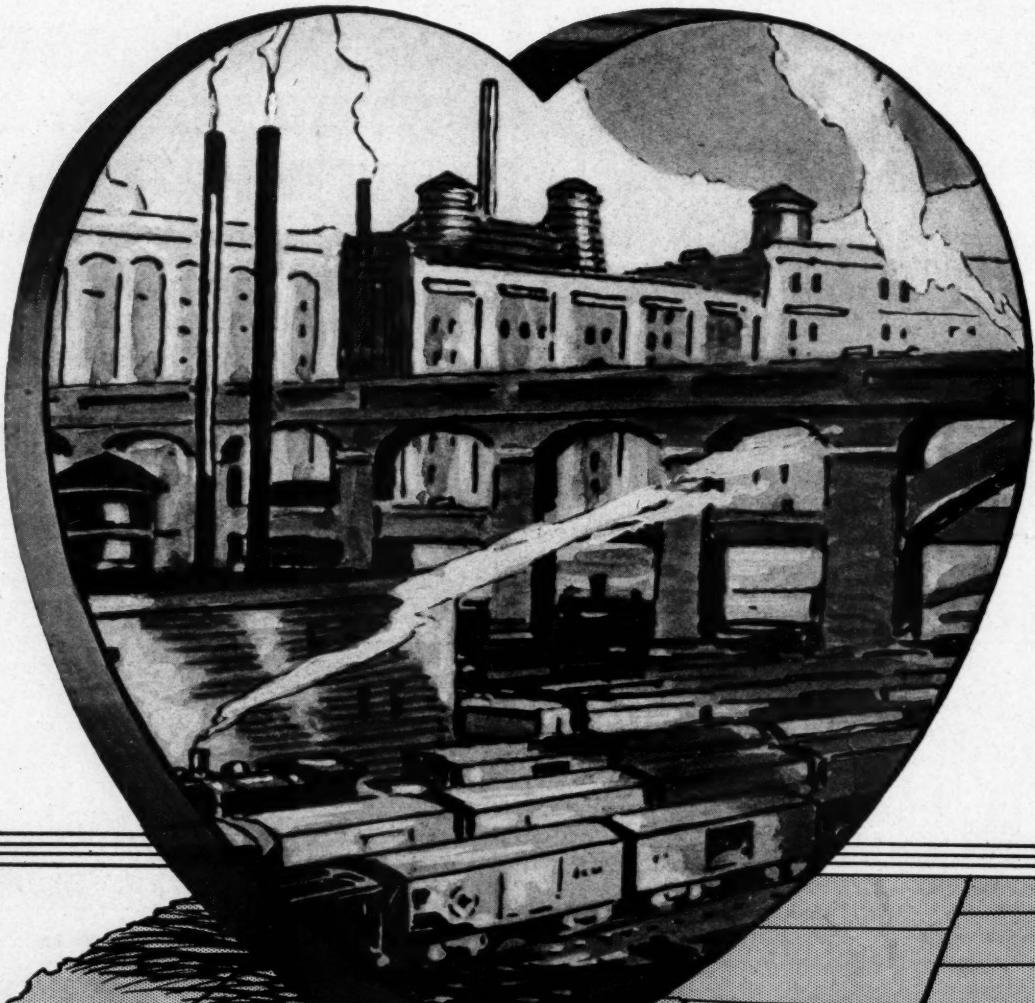
ST. PAUL, MINN.

**ST. PAUL TERMINAL
WAREHOUSE COMPANY**New, clean, fireproof warehouses.
Located centrally in jobbing district.LCL shipping without cartage.
Motor Trucks for store door delivery.

Bonded to the State.

Merchandise Storage and Distribution**ST. PAUL**

Use KANSAS CITY



the Heart of America

THE intelligent use of warehousing service establishes a community interest among many shippers. It is not an additional service performed at an additional cost to the consumer or anyone else: It is a series of services performed under conditions of economy in lieu of service that would otherwise be performed at higher costs by some other agency.

Merchandise Warehouse Companies

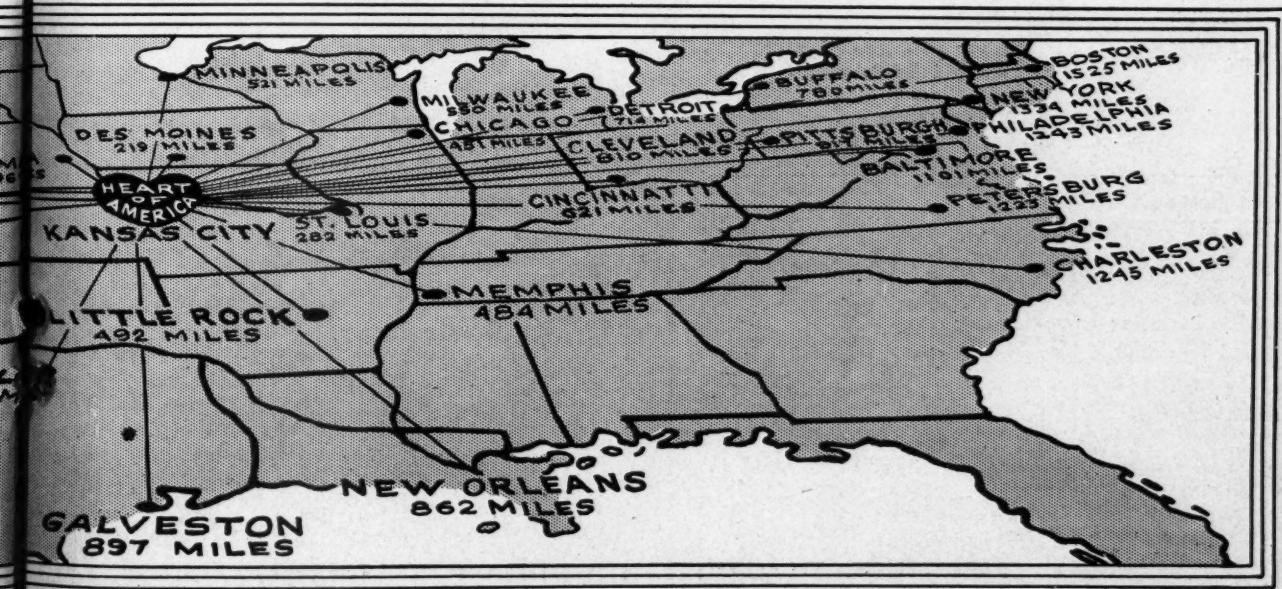
Adams Transfer & Storage Co.,	Kansas City, Mo.
Broker's Office & Warehouse Co.,	Kansas City, Mo.
Central Storage Company,	Kansas City, Mo.
L. T. Crutcher Warehouse Co.,	Kansas City, Mo.
D. A. Morr Transfer & Storage Co.,	Kansas City, Mo.
Reserve, Inc.,	North Kansas City, Mo.
Southwest Warehouse Corporation,	Kansas City, Mo.

Household Goods Companies

A. B. C. Fireproof Warehouse Co.,	Kansas City, Mo.
Globe Warehouse Company,	Kansas City, Mo.
Gray Transfer & Storage Co.,	Kansas City, Mo.
Groves Fireproof Warehouse Co.,	Kansas City, Mo.
L. Leritz & Son Storage & Moving Co.,	Kansas City, Mo.
Lincoln Fireproof Storage Co.,	Kansas City, Mo.
Monarch Transfer & Storage Co.,	Kansas City, Mo.
Perky Bros. Transfer & Storage Co.,	Kansas City, Mo.

Cold Storage

Missouri Valley Cold Storage Co., Kansas City, Mo.



ST. PAUL, MINN.

Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

Merchandise Bonded and Cold Storage Industrial Sites

*Let us help you solve your distribution problem
in this territory.*

CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue
St. Paul, Minn.

Members A. W. A., Central Warehousemen's Club and
Minneapolis Warehousemen's Association

ST. PAUL, MINN.

IT SHALL BE DONE!

When you send instructions to a Kedney Warehouse you may repeat that phrase to yourself, and consider it said by us.

Military promptness in execution of orders is foremost among our principles. That is mainly why our customers are uniformly satisfied.

KEDNEY WAREHOUSE CO., St. Paul, Minneapolis, Grand Forks

Members A.W.A., C.W.C., & Minn. W. A.

KEDNEY

JACKSON, MISS.

RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.
Motor Truck Service.

JOPLIN, MO.

Tonnes Transfer & Storage Co.

1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

Fireproof Warehouse
Convenient to All
Freight Depots

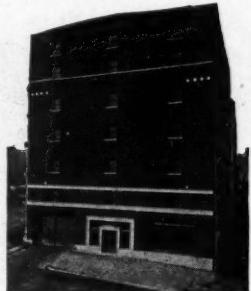
Send your consignments in our care

Members of N. F. W. A.
Members of M. W. A.

L. Leritz & Son

2616-18-20 Warwick

Ins. Rate 22c



KANSAS CITY, MO.

In the Heart of the City in the "Heart of America"

Two Bonded Fireproof Warehouses

Your Collections Remitted by Return Mail

Monarch Transfer & Storage Co.
Kansas City, Mo.

ON 31st STREET AT MICHIGAN
ON MAIN STREET AT THIRTY-NINTH



DVERTISING
Doesn't Jerk
—it Pulls—a
Steady Pull. Every
ad Goes to Con-
firm the one Be-
fore it—to
Strengthen the
One That is to Fol-
low and There's
No Waste of Effort
or Money. The
Stayer Wins Every
time.

ST. LOUIS, MO.

*The Factor
That Makes*

ST. LOUIS

The Incomparable Gateway to the West and Southwest

Unequalled System of
Facilities for Handling

Distributed Cars
Storage
Forwarding
Baggage
Drayage

Modern merchandise storage
warehouse occupying entire
city block in the heart of the
wholesale and jobbing district
—120,000 square feet devoted
to storage—low insurance rate
—exceptional facilities for
prompt forwarding of ship-
ments to extensive trade terri-
tory.

Ten Warehouses

50 Tractors
150 Semi-Trailers
75 Motor Trucks
300 Wagons

ALL OPERATED BY THE

COLUMBIA TERMINALS COMPANY

15,000 TONS
STORAGE CAPACITY

Write for Booklet

WE LEASE MOTOR TRUCKS
BY HOUR, DAY OR CONTRACT

ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods
warehouses under "GENERAL" management.

The American Storage & Moving Co.

The J. Brown Storage Co.

The Langan & Taylor Storage & Moving Co.

The R. U. Leonori Auction & Storage Co.

In the world of household goods warehousing,
these words are synonymous—

SAINT LOUIS & GENERAL MISSOURI WAREHOUSING COMPANY

ST. LOUIS, MO.

THE
McPHEETERS WAREHOUSE COMPANY
MERCHANTISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

ST. LOUIS, MO.

BEN A. LANGAN
FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis
are within a few hours of a million and a
half purchasers, while 775,000 are right out-
side the doors. With our downtown location and
excellent re-shipping facilities you can serve this
mammoth population at minimum expense. We
co-operate in serving your interests in this terri-
tory. We make a specialty of the storage of
automobiles. See page 2 of this issue.



**Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.**

Rogers Porter, Resident Mgr.

LINCOLN, NEBR.

Globe Delivery Co.

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

OMAHA, NEBR.

**"ADEQUATE FACILITIES
WHEREVER GOODS GO"**

We have every facility for handling whatever goods may be offered us

BEKINS OMAHA VAN & STORAGE CO.
16th and Leavenworth Sts. Omaha, Nebraska

OMAHA, NEBR.

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

FORD**"Gets There Regardless"****Transfer & Storage Co.**Local Shipments Efficiently Handled by 17 Trucks
Private Sidings

Pool Car Distribution and Reforwarding

Fireproof Storage

Moving

Packing

Shipping



700 So. Main St.

Omaha
813 Douglas Street

Council Bluffs

700 S. Main Street

The Men Who Distribute
Palmolive Soap
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

OMAHA, NEBR.

**FIDELITY
STORAGE & VAN CO.**

1107-11 HOWARD STREET

Exclusive Household StorageRemovals — Packing — Forwarding
All Collections Promptly RemittedMEMBERS { American Warehousemen's Association
Central Warehousemen's Club
National Furniture Warehousemen's Association

OMAHA, NEBR.

**GORDON
Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

**Household Goods Packed
Stored and Forwarded**

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.
National Furniture Warehousemen's Association.

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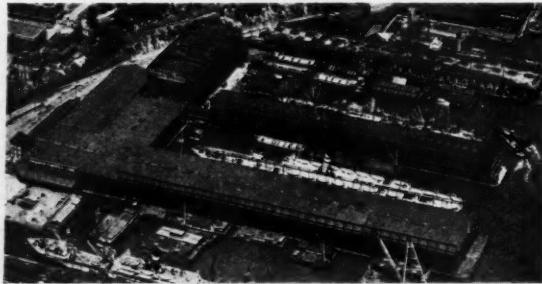


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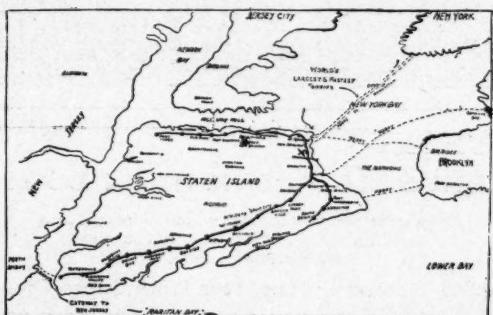
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Domestic and Foreign Re-shipments

EXPORT FREIGHT BROKERS

Established 1902

NEW YORK

BOSTON

MONTREAL

NEW YORK, N. Y.

A Room for Every Load of Furniture

The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto

Packing-Shipping-Crating

Members of
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

**TOOKER STORAGE &
FORWARDING CO.**

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed

Minimum Handling Expense

Building Equipped

With Automatic Fire Alarm

Erie Railroad Siding

New York Office
and
Warehouse:28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846Chicago Office
and
Warehouse:Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

NEW YORK, N. Y.

*"We Move in Society"***HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York
Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

NEW YORK, N. Y.

WARNER STORAGE CORP.

557-563 West 59th St.

General Merchandise

Our location near N. Y. C. terminal insures quick delivery and
lowest handling expense. Service and rate inquiries solicited.

NIAGARA FALLS, N.Y.

WILLIAM YOUNGTRANSFER AND STORAGE OF
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY

"Unexcelled SERVICE"

NORTH TONAWANDA, N. Y.

**HAMILTON
Transfer & Storage Co.**

Trucking and Hoisting

Contractors

TRANSFER & STORAGE OF HOUSEHOLD GOODS



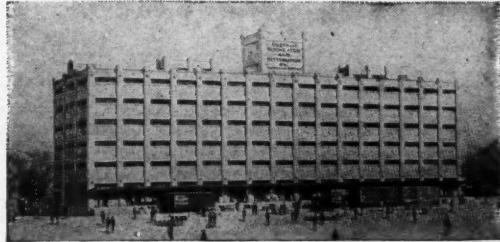
POUGHKEEPSIE, N. Y.

**Birrer Motor Freight
&
Transportation Co., Inc.**Poughkeepsie and New York Express
Moving Hauling Shipping
Concrete Distributing Warehouse
Pool Cars

Office and Warehouse, 574-576 MAIN ST.

PHONE 2059

ROCHESTER, N. Y.

**General Merchandise
Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results***B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N.Y.

Arthur S. Blanchard, President and Treasurer

Blanchard Storage Co., Inc.Storage
Moving

HOUSEHOLD GOODS

Packing
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.

Office: POWERS BLDG.

Household Goods and General MerchandiseDirect Siding: Rome, Watertown & Ogdensburg R. R. (Branch
N. Y. C.)Pool Car Shipments—Motor Truck Equipment for Handling All
Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

ROCHESTER CARTING CO.Members New York Warehousemen's Association
Distributors of Car Load FreightUnsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods

Two Large Storage Warehouses

162-164 ANDREWS STREET

ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ
COMPANY**

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

Two Fireproof Warehouses**Two Non-fireproof Warehouses****Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n

SCHEECTADY, N. Y.

W. CADY SMITH

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped
General Merchandise Distributors for Manufacturers and
Wholesalers
Daily Express Service Between Albany and Schenectady

SCHEECTADY, N. Y.

Lights and Hauls the World

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

NEIL F. RYAN*We Move Anything Anywhere*Storage Warehouse:
228-234 BroadwayFleet of Fourteen Trucks and
Vans. Local and Long Distance Hauling.

SCHEECTADY, N. Y.

SCHEECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

SCHEECTADY STORAGE & TRUCKING COMPANY

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

**COMMERCIAL and FURNITURE
STORAGE
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

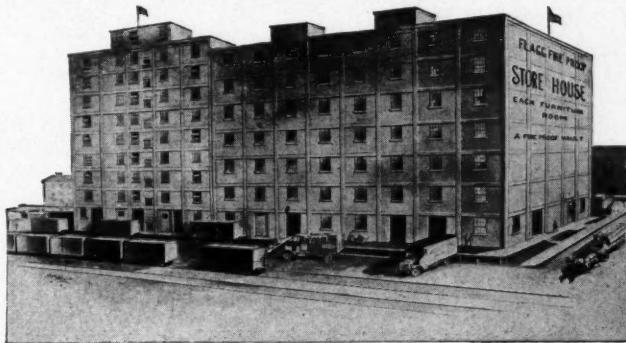
SYRACUSE, N. Y.

SEPARATE ROOMS FOR FURNITURE,
LIBRARIES, RECORDS, WORKS OF
ART, HOUSEHOLD EFFECTS, ETC.

Capital Invested
\$400,000.00

ESPECIALLY EQUIPPED FOR STORAGE
AND FORWARDING GENERAL
MERCANDISE and POOL CARS

Est. 1899



MEMBERS OF
American Warehousemen's Assn.
National Warehousemen's Assn.
American Chain of Warehouses
New York State Warehousemen's Assn.
Central New York Warehousemen's Club

SYRACUSE'S BEST

FLAGG STORAGE WAREHOUSE CO.

Fireproof Storage and General Trucking

STEAM HEATED ROOMS FOR PIANOS

FURNITURE PACKED AND SHIPPED

RAILROAD CONNECTIONS

Cor. Townsend and Canal Sts.

SYRACUSE, N. Y.



UTICA, N. Y.

Consign Utica Shipments to

JONES-CLARK TRUCKING AND
STORAGE CO., Inc.

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

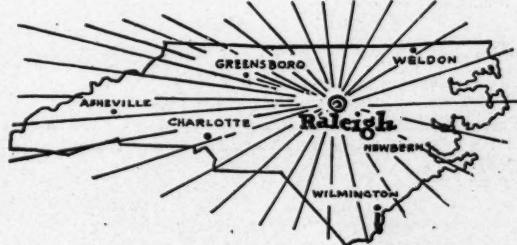
U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

If Your City Isn't Represented Here

Put it on the shippers' map by
inserting your card in this space.

RALEIGH, N. C.



RALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and reshipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

CAROLINA
STORAGE AND DISTRIBUTING COMPANY
(BONDED)

The Men Who Distribute
**Kellogg's Toasted Corn
Flakes**
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

AKRON, OHIO

THE UNION
Fire Proof  **Warehouse**
Company Akron, O.

GENERAL OFFICE: 27 N. HIGH ST.

Operating the

Union Fireproof Furniture Warehouses
MOVING—STORAGE—PACKING—SHIPPING
 and the
Union Terminal Warehouses
Merchandise Storage and Distribution—
Pool Car Shipments

Private Siding, Pennsylvania R. R.
 Free switching service from B. & O. R. R.,
 Erie R. R. and A. C. & Y. R. R.

MOTOR AND TEAM SERVICE

WE RECIPROCATE



AKRON, OHIO

Knickerbocker Storage Co.

12 Cherry St., Akron, Ohio

Furniture & Household Storage, Merchandise, Moving, Packing,
 Shipping, Pool Car Distribution, Motor Truck Equipment. Erie
 Railroad Connection.

T. W. PIFER, Owner and Manager

CANTON, OHIO

The Cummings Storage Co.Cor. 4th and Walnut St., S. E.
 CANTON, OHIOGeneral Merchandise, Distribution and
 Household Goods Storage.Fireproof and Non-Fireproof Build-
 ings. Private Steel Lockers.Unsurpassed facilities for handling pool car and
 car load shipments.Railroad Sidings
 Logical Distributor for this Section**If Your City Isn't
 Represented Here**Put it on the shippers' map by
 inserting your card in this space.

CINCINNATI, OHIO

FRED PAGELS

Fireproof and Non-Fireproof
 Business Established in 1867 and built up by
A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
 Complete Transfer Facilities

Member
 of
 National Furniture
 Warehousemen's
 Association
 and
 Ohio Furniture
 Warehousemen's
 Association



937 West 8th St.

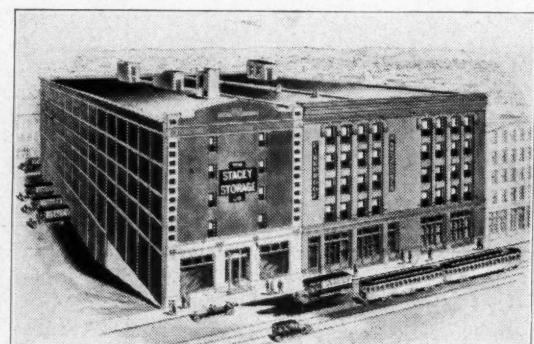
Four blocks from
 any R. R. entering
 Cincinnati.

CINCINNATI, OHIO

Cincinnati's Leading Warehouse

Stacey Service

is the

Best

150,000 SQ. FEET

**Storage
 Packing**Send us your consignments; we will take care of your
 interests**Hauling
 Shipping****The Wm. Stacey Storage Co.**
 2329-2339 Gilbert Ave.

Members of The National Furniture Warehousemen's Association

Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

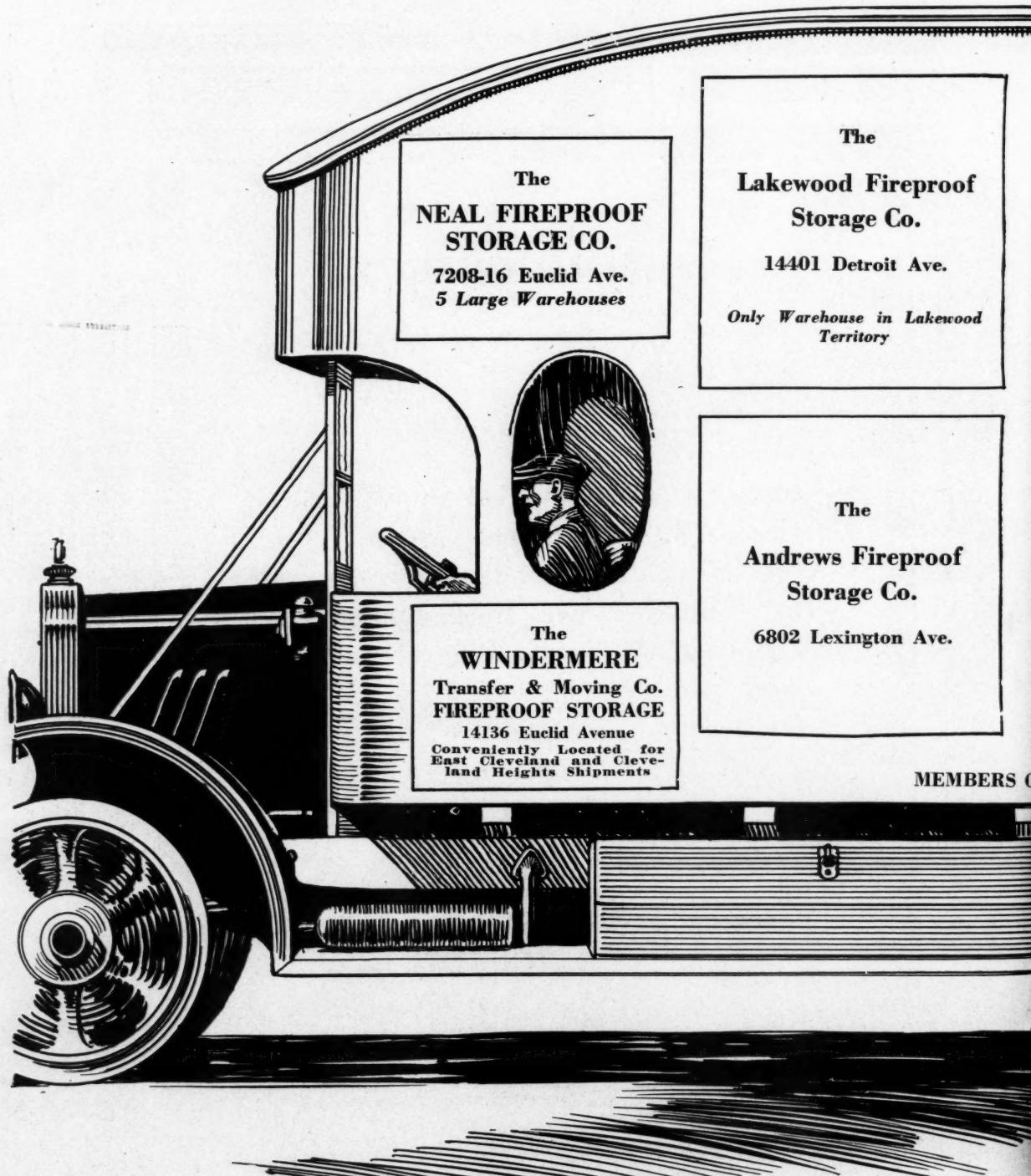
Announcement

THE Cleveland Warehousemen sharing these three pages are notable among the furniture warehouses of Cleveland for a superiority of service that is equalled in few other cities. No matter what particular feature of furniture handling is called for by your customer, these houses can supply it. When shipping into Cleveland, get in touch with A MEMBER OF THE CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.



Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION



MEMBERS OF

levela

Fifth City

JOHN BECKER

Fireproof Storage

2055 W. 41st Street

The

KNICKERBOCKER STORAGE CO.

7724 Detroit Ave.

Established 1905

The

Lincoln Fireproof Storage Co.

5660-5704 Euclid Ave.

Geo. A. Rutherford, President
W. R. Thomas, Vice-President
W. H. Turner, Sec. & Treas.

The

REDHEAD STORAGE CO.

11605-9 Euclid Ave.

LAKESHORE MOVING AND STORAGE CO.

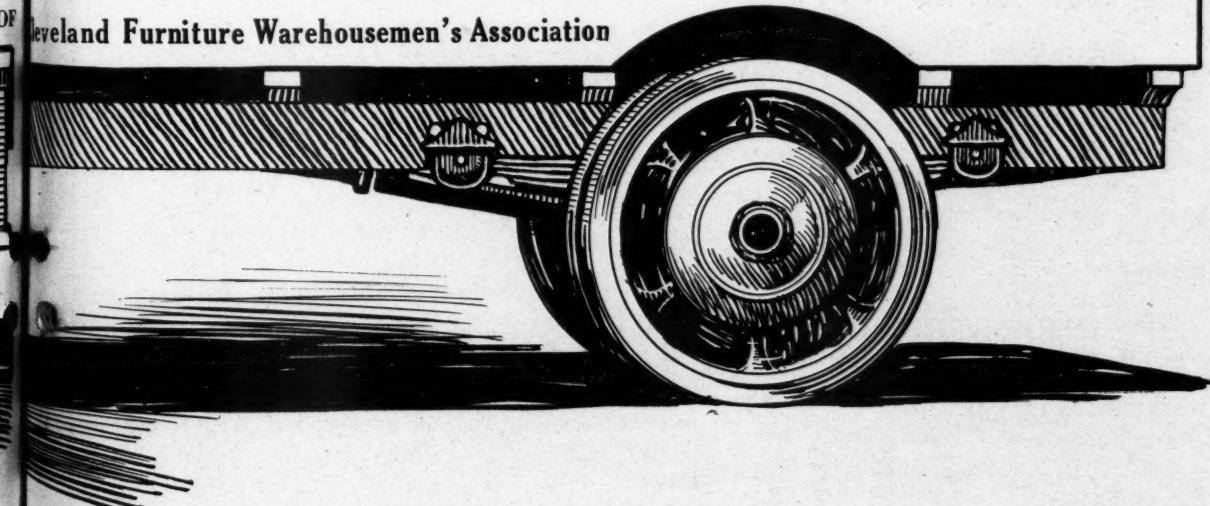
664 East 105th St.

The

Scott Bros. Fireproof Storage Co.

1838-40 East 55th St.

Cleveland Furniture Warehousemen's Association



CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street

CINCINNATI, OHIO

**A Good Reputation of
Long Standing**



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transhipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, plus the advantages named on page two of this issue, are good cause for you to entrust your warehousing interests to us. See page 2 of this issue.

**Panhandle Storage Warehouse
Cincinnati, Ohio.**

J. F. Upperman, Resident Manager

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc P.D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST. Est. 1899

CLEVELAND, OHIO

**THE
CLEVELAND
STORAGE CO.**

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

**THE CURTIS BRO.'S
TRANSFER COMPANY**

French, Winter and Fall Streets
CLEVELAND, OHIO

**MERCANTILE STORAGE AND
GENERAL TRUCKING**

Low Insurance
Sprinkler System

Private Siding on
C. C. C. & St. L. R. R.

Pool Cars for Distribution
Motor Truck Service

CLEVELAND, OHIO

*"Lederer Has Something in
Store for you"*

MERCANTILE STORAGE AND DISTRIBUTION

**LEDERER TERMINAL
WAREHOUSE COMPANY**

The Shippers Index

appearing in each issue of

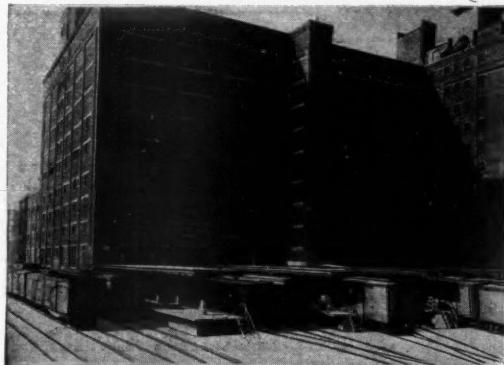
**Distribution &
Warehousing**

is the meeting place of those who
need and are looking for warehouse
facilities and those who can supply
them.

CLEVELAND, OHIO

The Ninth Street Terminal Warehouse Co.

1200 W. Ninth St., Cleveland, Ohio



Private Tracks on C. C. C. & St. L. R. R.

**3,500,000 cu. ft. General Storage.
1,500,000 cu. ft. Cold Storage.
63-Car Track Capacity.
Lowest Insurance Rates.**

WM. J. HOGAN, Pres. and Gen'l Mgr.



General Storage—Well Ventilated—Light—Sanitary

**Ohio's Largest and Most Reliable
WAREHOUSE**

For Storage and Distributing

A. B. EFROYMSON, Superintendent

COLUMBUS, OHIO

**The W. Lee Cotter
Warehouse Co.**

Operating the
**COLUMBUS
TERMINAL WAREHOUSES**
(seven of them)

**FIREPROOF AND
NON-FIREPROOF**

**MERCHANDISE STORAGE
AND DISTRIBUTION**



*Save 35% to 50% by
shipping in car lots*

COLUMBUS, OHIO

Safety First

**The Fireproof
Warehouse & Storage Company**

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. F. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

THE

KUTSCHBACH-MCNALLY CO.

Complete Facilities for Storing and Forwarding

HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks

Manufacturers' Distributors MOTOR Equipment

Member Interstate Warehousemen's Association

COLUMBUS, OHIO

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof"
Big 4 Private Siding Member N. F. W. A.
313-315 EAST FIRST STREET
A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.
LAKEWOOD OHIO CLEVELAND

We solicit your shipments to
Lakewood and west side of Cleveland.

LIMA, OHIO

EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE
General Trucking, Rigging, Long Distance Moving,
Storage and Vans
PHONE MAIN 2548 LIMA, OHIO

MANSFIELD, OHIO

The Cotter Transfer & Storage Co.

Operating Five Fireproof
and Non-Fireproof Warehouses

in

MANSFIELD, OHIO
THE TRUNK-LINE CITY

*Furniture and Merchandise Storage
and Distribution*

**Motor Trucks
Heavy Hauling**



MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWILLIAMS COURT MARION, OHIO
Heavy Haulage Our Specialty. General Distribution and Storage
of Merchandise. Motor Vans for Local and Long Distance Mov-
ing. Storage for Household Goods, Automobiles and Machinery.
Packing and Shipping. Private Siding New York Central Lines.
MEMBER N. F. W. A.

SPRINGFIELD, OHIO

THE

Citizens Transfer and Storage Co.

LOWRY AVE. AND BIG FOUR R. R.

SPRINGFIELD, OHIO

We have the facilities, equipment and ex-
perience to render what you desire.

SERVICE

STORAGE OF

*Merchandise and Household Goods
Forwarders and Distributors
Motor Truck Service*

W. A. HANCE

W. P. BYERMAN

Private siding on C. C. C. St. L. R. R.

SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to
WAGNER
FIREPROOF STORAGE & TRUCK CO.
Siding on Pennsylvania Lines
Complete Facilities for Distribution of Pool Car Shipments
Moving—Packing—Shipping—Storing
Household Goods and Merchandise

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, packing, Crating and Shipping.

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894
The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE
MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

LET RATHBUN DO IT!

THE RATHBUN CARTAGE CO.
195-197 So. St. Clair St., Toledo, O.
A GOOD PLACE TO STORE GOOD GOODS
HOUSEHOLD GOODS AND MERCANDISE
We have any kind of a rig up to 20 ton capacity.

TOLEDO, OHIO

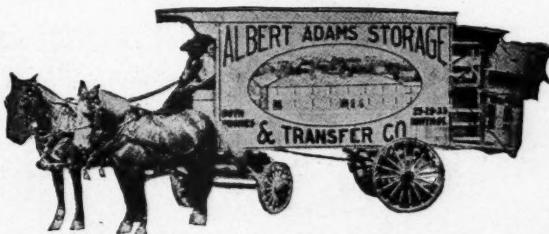
**THE TOLEDO
MERCHANTS' DELIVERY COMPANY**
215 SO. ST. CLAIR ST.
AUTO SERVICE—FIREPROOF STORAGE
Local and long distance hauling
Household Goods and Automobiles Moved, Packed, Shipped and
Stored. Safes, Boilers, Machinery and Smokestacks Moved.
100% SERVICE
Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.
928-930 GEORGE STREET
TOLEDO, OHIO
STORAGE OF MERCANDISE
Special Attention to Pool Car Distribution

ZANESVILLE, OHIO

**ALBERT ADAMS
STORAGE AND TRANSFER CO.**
25-29-33 Ninth St.
Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space



CLINTON, OKLA.

CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.
DISTRIBUTORS FOR WESTERN OKLAHOMA
Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. &
O. W. Railroads.
Only Brick Warehouse in Western Oklahoma
Storage and distribution of Merchandise and Pool Cars given special
attention.
Member American Warehousemen's Association

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.
2—Fireproof Warehouses
Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.

OKLAHOMA CITY, OKLA.

WEICKER**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

General Warehousing and Distribution

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.
Write for freight tariff to all points in Oklahoma City territory.

OKLAHOMA CITY, OKLA.

RELIABLE STORAGE & TRANSFER COMPANY (Not Inc.)
SIG. GOLDSTEIN, Prop. & Mgr.
STORAGE—DISTRIBUTORS—FORWARDERS
MERCANDISE and HOUSEHOLD GOODS
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
PRIVATE SIDING—ALL RAILROADS
Member A. W. A.

PORTLAND, ORE.

**General Warehousing
Storage-Distribution
Portland
Oregon**



*Logical distributing point
of the Pacific Northwest Territory,*

PORTLAND, ORE.

OREGON AUTO DESPATCH

Office and Warehouse 200 North 13th St.

DRAYAGE AND STORAGEDistribution Cars a Specialty
Free Switching From All Railroads

PORLAND, ORE.

Mr. Traffic Manager:

Did you ever compare the cost of cheap storage and distribution rates plus indifferent service with FAIR storage and distribution rates plus REAL service?

OREGON TRANSFER COMPANY

474 Glisan Street

PORTLAND

OREGON

ALLENTOWN, PA.**Hummel Warehouse Company**

728-40 N. 15th Street

Pool Car Distribution and Forwarding.
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BUTLER, PA.**BUTLER TRANSFER COMPANY***"Our Business is Moving"*

Household Goods and Commercial Storage.

Distributors—P. R. R. Siding—Car loads a specialty.

CHESTER, PA.**Headley's
Express & Storage Co., Inc.**

General Storage

Merchandise and Household Goods

Moving, Packing and Shipping

*The Men Who Distribute***De Laval Separators**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ERIE, PA.**ERIE
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y. F.W.A.,
Auto Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.**ERIE WAREHOUSE COMPANY**

A Complete and Efficient Service
Mercantile Storage
Pool Car Distribution

CENTRAL LOCATION
AMPLE WAREHOUSE AND
TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

ERIE, PA.**LAKE AND RAIL**

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

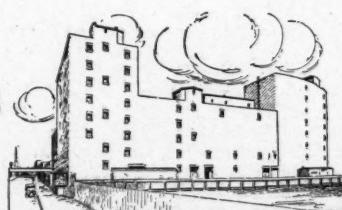
See page 2, this issue.

**Fort Erie Warehouses & Docks
Erie, Pa.**

J. M. Dunkle, Resident Manager

HARRISBURG, PA.**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.*P. R. R. Sidings.*

HARRISBURG, PA.

HARRISBURG, PA.**The Heart of Distribution**

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities. See page 2 of this issue.

Keystone Warehouse Harrisburg, Pa.

W. C. Wirth, Resident Manager

HARRISBURG, PA.**MONTGOMERY & CO.****STORAGE WAREHOUSES**

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities Pool Car Distribution
Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.**KEystone STORAGE COMPANY****STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN
TRANSFER & STORAGE COMPANY
R. C. LAY, Proprietor
Piano Moving a Specialty
Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

HARVEY J. LUTZ MILTON A. HILDENBRAND
HILDENBRAND BROS.
STORAGE, PACKING, MOVING
Broad and Cumberland Streets, Philadelphia, Pa.
Large fleet of Packard motor vans.

PHILADELPHIA, PA.

Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

Fireproof and Non-Fireproof Warehouses

Miller North Broad Storage Co.

2709-2721 North Broad Street

PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND
SAFETY ABOUNDS



North Philadelphia Storage Co. 2033 Lehigh Ave.

PHILADELPHIA, PA.**Penn Storage & Van Co.**

2136 MARKET STREET

If Your City Isn't Represented Here

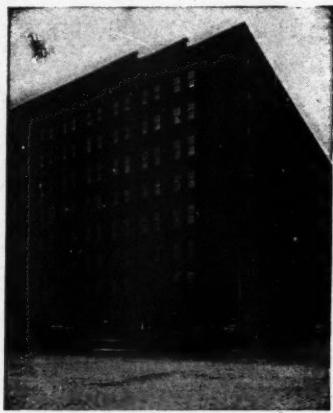
Put it on the shippers' map by
inserting your card in this space.

PHILADELPHIA, PA.



TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Columbia Avenue Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars**

Large Organization.

Competent Office Warehouse Staff

Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

Philadelphia
~~Locomotives~~
~~Business~~

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

WALLACE STORAGE CO.

237-253 Church Lane, Germantown, Phila., Pa.

For

Germantown and
Chestnut Hill

Shipments

Consign to Chelten Ave. Station, Penna. R.R.
or Phila. & Reading R.R.

Storage, Packing, Shipping of Household Goods
Long Distance Moving

PHILADELPHIA, PA.

Established 1903

MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

The Men Who Distribute

Columbia Graphophones

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Indian Packing Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PITTSBURGH, PA.

In

PITTSBURGH

It's

**BLANCK'S
Transfer & Storage Co.**

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE**PITTSBURGH, PA.****SERVICE TO THE
CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES**

PITTSBURGH, PA.**Duquesne's Offer:
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety. See page 2 of this issue.

**Duquesne Warehouse Co.
Pittsburg, Pa.**

H. A. Bietenduefel, Superintendent.

PITTSBURGH, PA.

**HASLEY BROTHERS
TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

The Men Who Distribute
Mellin's Food
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

PITTSBURGH, PA.**Interstate Trucking Company**

Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks
GENERAL HAULING ON HOURLY OR TONNAGE BASIS
Carload Freight and Long Distance Hauling
Experienced Men—Good Equipment Call on Us—Save Time and Money
Trucking Agents for
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

**MURDOCH
STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

J. O'NEIL EXPRESS & STORAGE
N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.
NEW FIREPROOF STORAGE HOUSE
Separate Rooms

PITTSBURGH, PA.

SHANAHAN
Transfer & Storage Company

Established 1865



CONSIGN PITTSBURGH SHIPMENTS
 IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING
 FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY
 ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.
 Center of City

PITTSBURGH, PA.

WEBER
EXPRESS & STORAGE COMPANY
 GENERAL HAULING
 Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

READING, PA.

Columbian Warehouse Company
 Storage, New Merchandise Exclusively.
 Modern Building, Lowest Insurance Rates.
 S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.



SCRANTON, PA.

The Quackenbush Warehouse Co.

Established 1894.
 "He Profits Most Who Serves Best"
 (Rotary)

Incorporated
 Warehousing of every description. Storing, Packing,
 Carting, Shipping. R.R. Siding. Manufacturers'
 Distributors.
 Correspondence Solicited

Scranton, Pa.

WILKES-BARRE, PA.

"Same Day Service"
MERCHANTS WAREHOUSING COMPANY
 OF
 Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.
 Fireproof Warehouses and Competent Staff.
 Merchandise Storage and Pool cars checked.
 Located in the Hub of the wholesale district.
 Trackage facilities for 10 cars on L. V. and C. R. R. of
 N. J. sidings.
 Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of
 N. J. D. & H. freight stations.
 Manufacturers' Distributors with facilities to handle large
 consignments.

Offices: 150-156 E. Northampton Street

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
 Household Furniture and Pianos
 Packing, Crating and Shipping.
 62 to 70 Dudley Street.

KEEP IT UP!

One step won't take you very far, you've got to
 keep on walking;

One word won't tell them what you are, you've
 got to keep on talking;

One inch won't make you tall, you've got to keep
 on growing;

One little "ad" won't do it all, you've got to keep
 'em going.

Sent to DISTRIBUTION & WAREHOUSING
 by George S. Lovejoy, Vice-President of the
 American Warehousemen's Association.

The Men Who Distribute
Chester Paper Products
 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S A.

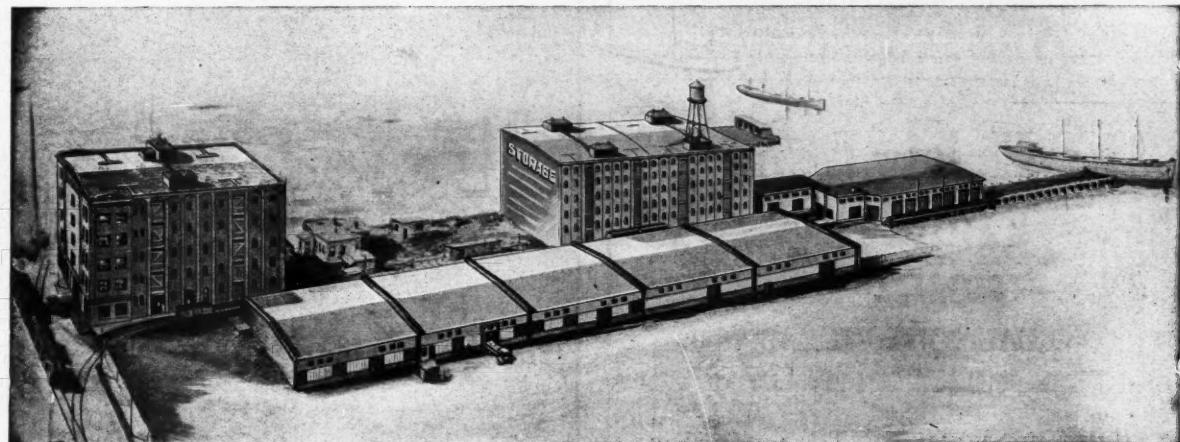
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.

WM. A. MILLSPAUGH
Secretary

H. E. LEAVER
Superintendent



CHARLESTON, S. C.

CHARLESTON
Warehouse & Forwarding Co.
CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

CHATTANOOGA, TENN.

THE CHATTANOOGA
TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture	Merchandise	
Packed	Stored	Shipped
Heavy Hauling		

Motor and Horse Drawn Equipment

ABERDEEN, S. D.

Aberdeen Storage Company
Aberdeen, S. D.
Storage and Distributors
Pool Cars Solicited

WATERTOWN, S. D.

FIREPROOF **BONDED**
DAKOTA WAREHOUSE CO.
Merchandise Storage and Distribution
Pool cars solicited Motor Trucks
Private Siding

CHATTANOOGA, TENN.

CHATTANOOGA
Warehouse & Cold Storage Company

Chattanooga, Tennessee
MEMBERS: A. W. A. AND AMERICAN CHAIN
Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD
GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.
Fireproof Building. On Tracks N. C. & ST. L. and
W. & A. Railroads Within One Block of All Freight
Depots

Consign Your Goods in Our Care

KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent
Warehousing, Distributing and Selling
POOL CARS A SPECIALTY
KNOXVILLE, TENNESSEE
 Branch at 514 Scott Street, Bristol, Tenn.

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
HOUSEHOLD GOODS AND MERCHANDISE
 Modern Fireproof Building
 Private Siding With All Rail Connections.

BEAUMONT, TEXAS

The Heisig Storage Company BONDED

BEAUMONT, TEXAS

Brick building well ventilated and equipped with Automatic Fire Sprinklers. STORAGE, FORWARDING and DISTRIBUTING.

DALLAS, TEXAS

Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

"We Help Ourselves by Helping Others"

DALHART, TEXAS

A Good Distributing Point
 because it is centrally located between Denver, Kansas City, Dallas and El Paso. Every accommodation warehouses can offer. We specialize on parcels post shipments, to 700 postoffices reaching half a million buyers within the second zone.
 Ask us for particulars.

Tri-State Distributing Co., Dalhart, Tex.

DALLAS, TEXAS**CARLOAD DISTRIBUTION & STORAGE**

Merchandise and Household Goods

The Inter-State Forwarding Co.

Cor. Elm & Jefferson St.
 The Center of the Wholesale District

120,000 Sq. Ft.
 on T. & P. R. R. Capacity Unloading 12 Cars Per Day.

Maintains an organization for service in all branches of Warehousing and Distribution

W. I. FORD and R. E. EAGON
 Associate Managers

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.
 Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention. Member, National Furniture Warehousemen's Assn.

The Men Who Distribute

McDougall Kitchen Cabinets

 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

The Men Who Distribute

Konstructo Toys

 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.
Established 1911



75,000 Sq. Ft.—Fireproof—Bonded

STORAGE
and

DISTRIBUTION

Merchandise and Household Goods

Our Warehouse is in the Center
of the Jobbing and Business District.

"Service Guaranteed"

Campbell and Mills Sts.

El Paso, Texas

Two Blocks East of Post Office

Members of the National Furniture Warehousemen's Association

EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for
Merchandise Only

Twelve Other Warehouses for Household
Goods, Etc.

Receiving
Storage
and
Distribution
of
Merchandise

Packing
Crating
Shipping
of
Household
Goods

Make Our Warehouse Your Branch House

BECAUSE

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN
EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND
CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT
SOUTHWEST AND THE GATEWAY TO MEXICO

INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. &
A. W. A.; also Texas.

FORT WORTH, TEXAS

In Fort Worth — It's Binyon-O'Keefe

—with three warehouses—a total of 250,000 square feet of floor space—modern methods and equipment, all of which is backed up with experience gained in a business record of almost a half century—naturally, in Fort Worth —It's Binyon-O'Keefe.

We have nothing to sell but our service and offer it to you on the basis that it's the best obtainable.

BINYON-O'KEEFE
FIREPROOF **STORAGE CO.**

Fort Worth — Houston — Galveston

Members American Warehousemen's Association and National Furniture Warehousemen's Association.

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

The Men Who Distribute

Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.
GALVESTON, TEXAS
TRANSFER AND FIRE-PROOF
WAREHOUSES

Pool Car Distributors

Forwarders

GALVESTON, TEXAS

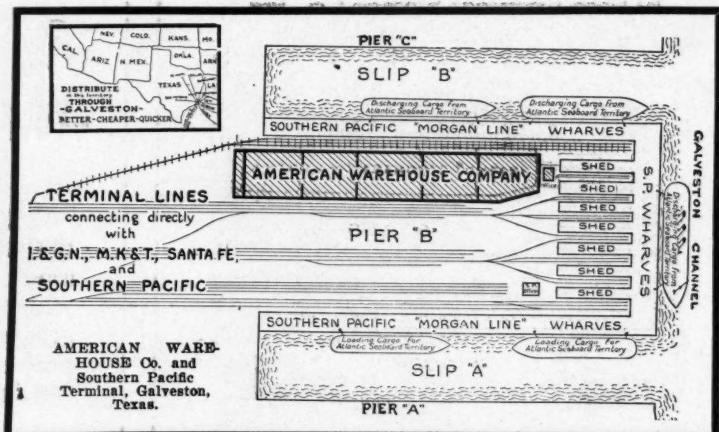
Heart to Heart Chat with the Traffic Manager

No. 9

We have in these articles endeavored to place before you in a concise manner the many reasons why you should take advantage of our service at Galveston, Texas, in warehousing and distributing your products.

The many reasons thus far advanced are as applicable today if not more so than ever before, due to among other reasons the uncertainties of transportation, but shipping in carloads coastwise from New York to Galveston you eliminate a greater part of the delay, as this service is most dependable and far cheaper than movement all rail from seaboard to destination.

After the goods reach us at Galveston they are handled by experts in the warehouse business and no detail no matter how small is overlooked. Our service in this respect is unexcelled



and at a very small cost in comparison with the saving to you.

Will you not let us figure with you? We know we can show you a substantial saving over what you are now paying out. Just drop us a line and we will explain in detail with respect to your particular needs.

AMERICAN WAREHOUSE COMPANY Galveston, Texas

Office of Eastern Freight Agent
Foot of Conover Street, Brooklyn, N. Y.

HOUSTON, TEXAS

HOUSTON, TEXAS Binyon-O'Keefe Fire-proof Storage Co.

The House of Real Service

Pool Car Distributors for Southwest Texas and Mexico

Ideal Facilities for Permanent Stock Distribution

500,000 Square Feet Floor Space

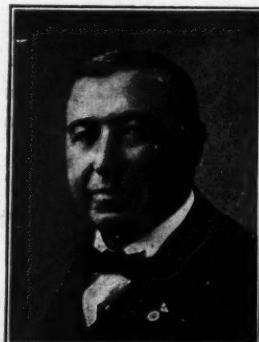
Warehouses at Houston Ft. Worth and Galveston

HOUSTON, TEXAS

When Shipping to Houston, Texas
Remember
Westheimer Service

As Established 38 Years Ago

It cannot be improved upon.



S. J. WESTHEIMER
President



BENJ. S. HURWITZ
Vice-President



J. L. ARONSON
Secretary-Treasurer

HOUSTON, TEXAS**A B C Storage & Moving Co.***Distribution and Forwarding*

FIREPROOF WAREHOUSE CENTRALLY LOCATED
R. R. siding on Southern Pacific Line with free switching from all lines.

SAN ANTONIO, TEXAS

FREIGHT	Established 1880	AUTO SERVICE	STORAGE
SAFETY		COURTESY	SERVICE
OFFICIAL DISTRIBUTORS		MERCHANTS' TRANSFER CO.	

Distributors Pool Cars for Texas and Mexico
General Storage
Bonded Fireproof, Reliable, Dependable Service

SAN ANTONIO, TEXAS**Two Large Fireproof Warehouses**

With Lowest Insurance Rates
 Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTION

Write for freight tariff to all points in San Antonio territory.

SCOBY FIREPROOF STORAGE COMPANY
 San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.
 TEXARKANA, TEXAS

STORAGE **TRUCKING**
DISTRIBUTORS **MOVING**

WACO, TEXAS**The Heart of Texas****Weatherred Transfer and Storage Co., Inc.**

Members—A. W. A., N. F. W. A., Am. Ch., Tex. W. and Ft. M. A. and Rotary Club

Our modern warehouse covers one city block, with trackage on I. & G. N., G. C. & S. F. and St. L. and S. W. Ry's.

Equipped to give the very best service on Storing and distributing Merchandise.

Modern equipment for handling Household Goods.

SALT LAKE CITY, UTAH

Members { American Warehousemen's Association
 Central Warehousemen's Club

Jennings-Cornwall
Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

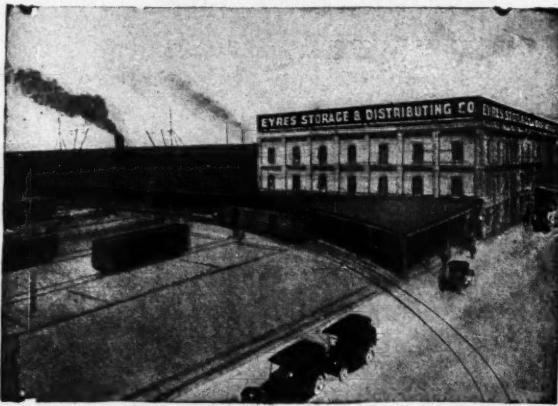
NORFOLK, VA.**We Store—Forward—Reconsign***Modern Fireproof Storage Facilities***Jones & Company, Inc.**

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.
 NORFOLK, VA.**PETERSBURG, VA.****PACKERS—MOVERS—SHIPPERS***Special Attention to Pool Cars***Storage Warehouses****Motor Trucks and Teams****GRESHAM & WARE, Inc.****PETERSBURG, VA.
 HOPEWELL, VA.**

SOUTHERN
 BONDED WAREHOUSE
Distributors—Fireproof Storage

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.

Established 1889
Incorporated 1904
Free & Bonded
Warehouses
Seattle, Wash.



GENERAL MERCHANTISE STORAGE
MACHINERY STORAGE
HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS
OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

SEATTLE, WASH.

TAYLOR EDWARDS

TRANSFER CO.

SEATTLE

WASH.

Merchandise Distributors

DISTRIBUTION CARS. POOL CARS.
Delivered, Forwarded or Furniture Packed, Shipped
Stored. or Stored.
RAILROAD CONNECTIONS. ASSOCIATION MEMBERS.
ESTABLISHED 1905
FIREPROOF STORAGE LOW INSURANCE

SEATTLE, WASH.

**UNITED WAREHOUSE CO.
SEATTLE, WASH.**

Established 1895

GENERAL STORAGE AND DISTRIBUTING
U. S. CUSTOMS BONDED STORAGE
RAIL CONNECTION WITH ALL ROADS

TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements
Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business

TACOMA, WASH.

PACIFIC STORAGE and TRANSFER CO., Inc.**Merchandise and Furniture Storage**

Distributors and Forwarders

Merchandise and Furniture

 SEND YOUR POOL CARS IN OUR CARE
Auto Truck and Transfer Service
N. P. RY. SIDE TRACKS
BROADWAY AND 17th STREET

YAKIMA, WASH.

MILLER TRANSFER & STORAGE CO.

Successors to MILLER & LENINGTON

DISTRIBUTORS and FORWARDERS
PACKERS and SHIPPERS

TRANSFER—STORAGE WAREHOUSING

Bonded and Free Storage

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street Sidney Hotel Bldg.
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage

CHARLESTON, WEST VA.

Mathews Storage Warehouses

Merchandise Distribution—General Storage
Brick and Concrete Warehouses—Railway Siding

Members: American Warehousemen's Ass'n
Nat'l Furniture Warehousemen's Ass'n
MOTOR TRUCK & TEAM SERVICE

HUNTINGTON, W. VA.

Service that Satisfies

forces anyone with whom you do business with to say a good word for you.

Our growing list of Nationally known lines who use our many facilities tell their friends of our ability to serve, this is why we have grown as we have—noting magical about it—just work—that's the bosses first name and he sure keeps everybody at it.

Your distribution worries are at an end, so far as this territory is concerned if you will turn them over to us. We offer you an enthusiastic Branch House here with no extra cost.

Right NOW—WRITE.

Maier Sales & Storage Co.

Huntington, A city with 125 established plants
none ever left here to locate elsewhere.

West Va.

KENOSHA, WIS.

DAVID NELSON

KENOSHA WISCONSIN
FIREPROOF STORAGE
Packers and Shippers of Household Goods
We Reach All Suburban Points
51-71 VICTORIA STREET KENOSHA, WIS.

OSHKOSH, WIS.

OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.
Free switching privileges on all railroads entering Oshkosh.
General merchandise and furniture storage.
Forwarding and transferring a specialty.
Competent help in office and warehouse.
We can be used as a branch house at no extra expense.

We are at your service.

REFERENCES:
The Old Commercial National Bank, Oshkosh Savings & Trust Co.,
or any Mercantile House.

MADISON, WIS.

HEICK

TRANSFER & STORAGE CO.

Madison, Wis.

Private siding; adequate space; best protection; city and suburban deliveries; geographical location ideal for distribution.

Complete service in all departments. As your agents we handle every detail to finality with maximum efficiency. Our large investment is your guarantee of integrity and reliability.

Pool Car Distributors

HEICK

Transfer & Storage Company

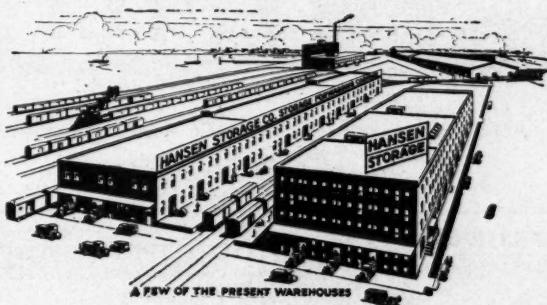
Madison, Wisconsin

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN



WE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE

12 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB.

RACINE, WIS.

RALPH LAWRENCE

Racine, Wis.

STORAGE WAREHOUSE

MERCHANDISE AND MANUFACTURERS' PRODUCTS
HOUSEHOLD GOODS STORED, PACKED
AND SHIPPED

HONOLULU, HAWAII

When Shipping Goods to

HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address:
LOVERINO, HONOLULU

EDMONTON, ALBERTA, CANADA

Western Transfer & Storage, Ltd.

Official Carters for
C. N. R., C. P. R., E. D. & B. C. Central Canada Ry.
A. & G. W. and G. T. P.
CARTAGE **DISTRIBUTION** **STORAGE**
Corner 102d Avenue and 103d Street
Edmonton, Alta.
Members of the Canadian Warehousemen's Association

HAMILTON, CAN.

CENTRAL DISTRIBUTING POINT.

HAMILTON
THE GATEWAY TO CANADA

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

TORONTO, CANADA



Send Canadian Consignments to
Howell, Toronto.

The HOWELL WAREHOUSES Limited.

General Mercantile Distributors

311 King St East. TORONTO. Phone Main 7580

Member American Warehousemen's Association, American
Chain of Warehouses



HAMILTON, CANADA

Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

Hamilton Terminal Warehouses Ltd

Hamilton, Ontario, where Freight Rates Break
Private Siding, All Railroad Connections

TORONTO, CANADA

SPRINKLER
PROTECTED

INSURANCE
RATE 45c.



GENERAL MERCHANTS DISTRIBUTORS

AND WAREHOUSEMEN

**STANDARD WAREHOUSING
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

MILWAUKEE, WIS.

Lincoln Warehouse and Van Co.

226-228-230 Fourth Street

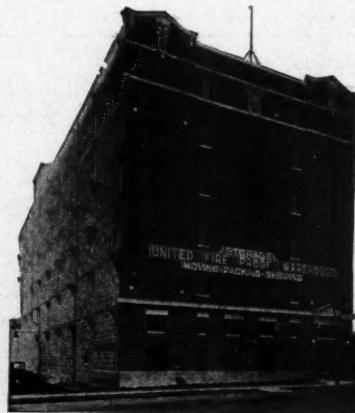
MILWAUKEE, WIS.

We remit upon receipt of bill of lading

MILWAUKEE, WIS.

For the Greatest SatisfactionTo both yourselves and your customers
consign your Milwaukee shipments to**United Fire Proof
Warehouse Co.**

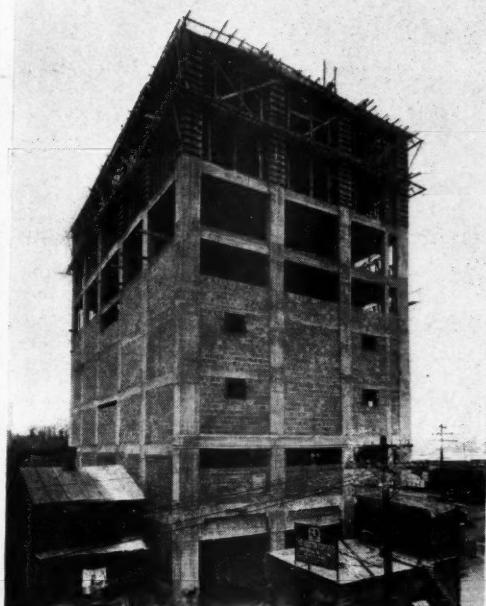
392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

The newest
and best in
Milwaukee.

A New Warehouse Ready for Winter



Concrete storage warehouse constructed at Bridgeport, Conn., by the Austin Company.



A large modern fireproof warehouse with railroad facilities recently constructed at Philadelphia, Pa., by the Austin Company.

There is still time for you to have a new fire-proof modern warehouse ready for winter business. Austin ability to construct even the larger types of multi-story building with the greatest speed makes this possible.

You will make worth-while savings through the operation of a modern building having the most practically arranged storage space, convenient platform arrangement, elevator equipment, garage facilities, etc.

The Austin Company has built warehouses of all sizes and types, ranging from one story buildings to large multi-story types like the one shown on this page. These buildings have been erected in many different locations. Because of the country-wide system of Austin Branch Organizations you too can profit by the Austin building experience of a half century. Consultation involves no obligation.

THE AUSTIN COMPANY, CLEVELAND Warehouse Engineers and Builders

CHICAGO.....	1374 Continental and Commercial Bank Bldg.
CLEVELAND.....	16112 Euclid Avenue
DETROIT.....	1948 Penobscot Building
PITTSBURGH.....	493 Union Arcade
PHILADELPHIA.....	1026 Bulletin Bldg.
NEW YORK.....	217 Broadway
DALLAS.....	627 Linz Building
ST. LOUIS.....	1794 Arcade Building
SEATTLE.....	1603 L. C. Smith Building
BIRMINGHAM.....	1317 Jefferson Bank Building

THE AUSTIN COMPANY OF CALIFORNIA
702 Pacific Electric Building, Los Angeles

D. & W.-10
Gentlemen: We contemplate the erection of a...
building: No. of stories:... Width of a...
Length:... Height:... We will be pleased to re-
ceive helpful information which we
understand will be sent without obli-
igation. Name:... Individual:...
Address:...

AUSTIN
ENGINEERING BUILDING EQUIPMENT



Caterpillar tires make another friend

Sometimes a truck owner buys Caterpillars because of their remarkable traction. Another truck owner may buy them because of their ability to cushion the truck. But no matter what quality leads him to buy his first set almost invariably their all around performance makes him their friend for life.

McKean & Burt of Washington, Pa., are now using their first set of Caterpillars on the truck pictured above. You can judge from the following letter whether or not they are satisfied.

"With reference to the four Caterpillars on the truck shown on the photo, wish to state that this is the first set of these tires we have used. For resiliency, traction and all around desirable operation, we have never had their equal."

"These tires had gone approximately six thousand miles when this photo was taken and should go fully six thousand miles more before having to be replaced."

Caterpillars give traction without chains, resiliency without danger of punctures or blowouts, and double the average mileage of any other type of tire at about half the average cost per mile.

No wonder they make friends.

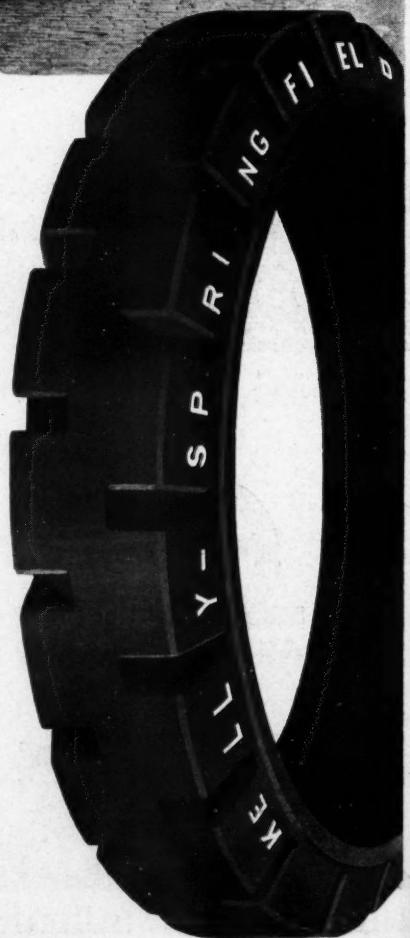
*Caterpillars are made in sizes suitable for
trucks of every type and weight*

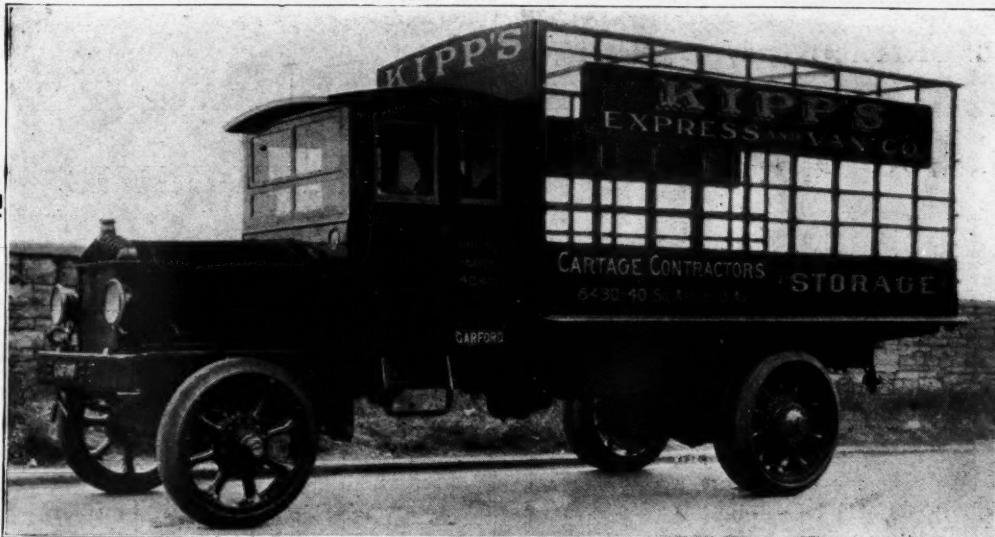
Kelly-Springfield Tire Co.

GENERAL SALES DEPARTMENT

250 West 57th Street

New York, N. Y.





Model 68-D — 5-Ton Garford

WE have been Garford users for five years and we know how they perform. We are ordering this time two fifteen-ton Garfords because we know we can rely on them to stand the gaff and give us steady, dependable, economical service," says Mr. P. H. Kipp, President of Kipp's Express & Van Co., Chicago.

No matter what the requirements of the job may be there is a Garford model and Garford body equipment exactly suited to it. This is because Garford Transportation Engineers have patiently studied the needs of all kinds of hauling.

Garford design, dependability

and adaptability are valuable to Distribution and Warehousing men, no matter where they may be located. Such experience as that of this Cartage Contractor are daily writing a history of success that points directly toward the Garford Truck as a solution of many of your problems.

There is no obligation in asking Garford Engineers to study your hauling problem, and then to make recommendations as to the equipment that will serve you best. Write today. It is a pleasure to be of service.

The Garford Motor Truck Company, Lima, Ohio

Manufacturers of 1, 1½, 2½, 4, 5 and 7½ Ton Trucks

GARFORD

DEPENDABLE TRANSPORTATION

You Can Renew Scraped or Rubbed Spots

With this improved system of resurfacing, you can turn furniture blemishes into easy money.

Scraped, rubbed or worn-through spots can be renewed in a few minutes—without laps—by the use of Campbell's Ethereal Varnish. Any finish can be duplicated exactly.

Campbell's Ethereal Varnish does not spread the old finish but builds up a new, durable, beautiful surface equal to the original. Can be hand polished or rubbed dull. Far superior to shellac or French varnish for French polishing. Write for details and prices.



This Money Making Book FREE By following the instructions in this book, you can remove any kind of blemish from any kind of finish. It will increase your profits. Sent postpaid, without cost or obligation. Write for it now—a card will do.

The M. L. CAMPBELL CO.
24th and Penn Kansas City, Mo.



Movers' Equipment

Piano Trucks, Hoists, Covers, Straps

We make the largest and best line of Piano Trucks in the world.

5 Styles End Trucks

2 Styles Still Trucks

Write for circular and prices.

Manufactured only by

Self Lifting Piano Truck Co.

Findlay, O.

WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon and Horse Covers, Talking Machine Covers. "Coverlin" Mattress Bags.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof and Water-proof.

**Write Us Your Requirements
So We May Quote You Prices**

The Cleveland-Akron Bag Company. CLEVELAND, OHIO.

IMPORTERS
OF
BURLAP

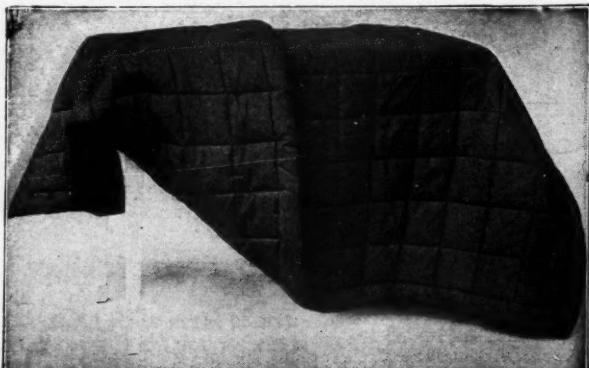
PAPER, COTTON AND JUTE
BAGS OF ALL KINDS

MAKERS
OF
PAPER

THE CHICAGO-DETROIT BAG CO.
GOSHEN, IND.

BUFFALO BAG CO.
BUFFALO, N.Y.

BRANCHES
MISSOURI VALLEY SACK CO.
ST. JOSEPH, MO.



"Protecto" Wagon Pads

The best wagon-pad "buy" on the market, quality and price considered.

Made of Extra Heavy drill denim, cotton filled. Note that the pad is stitched in Square Blocks, preventing the cotton from bunching.

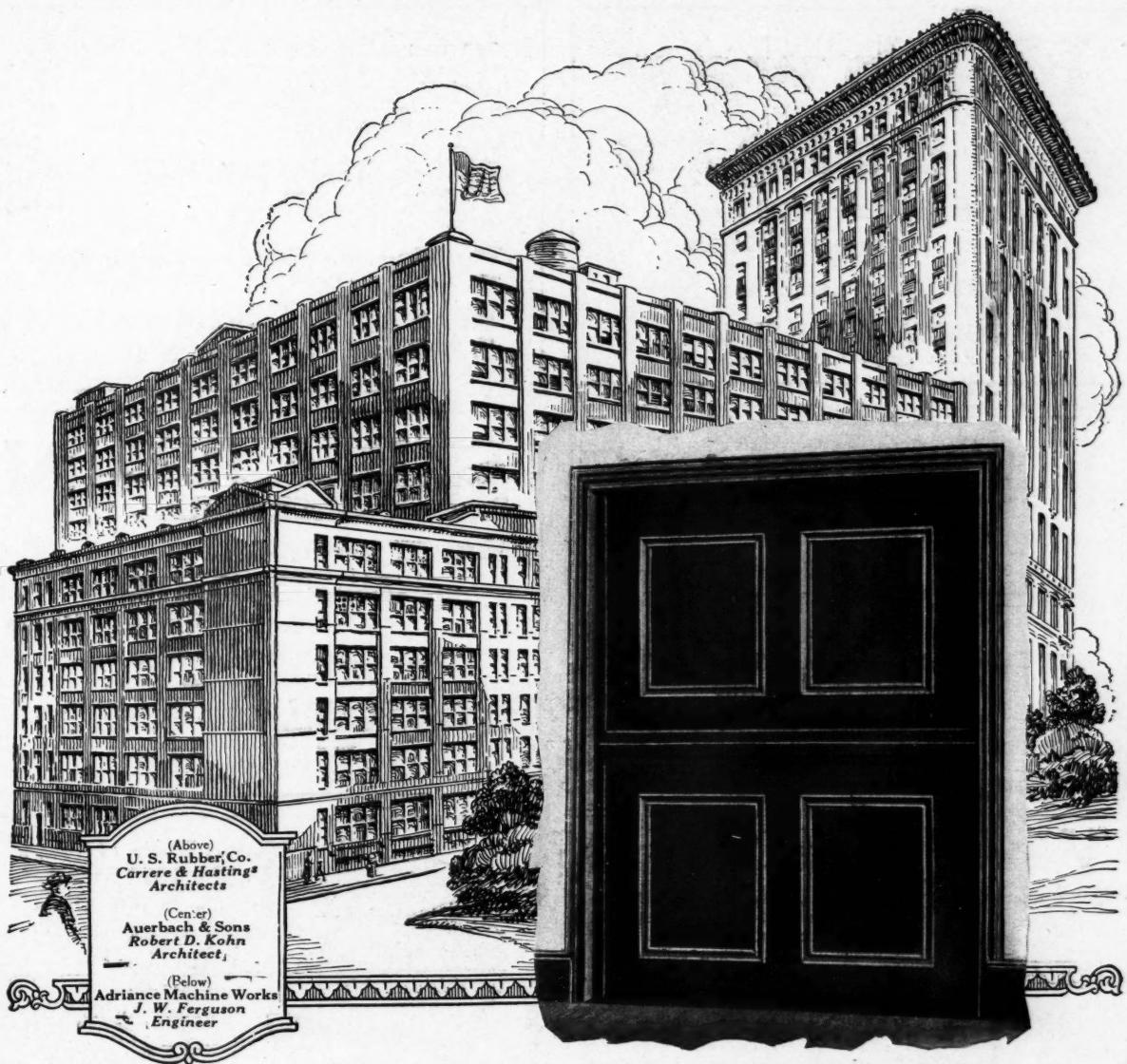
No. 12 cut size of cloth 72 x 80.....	\$34.50 doz.
No. 14 cut size of cloth 54 x 72.....	27.00 doz.
No. 16 cut size of cloth 36 x 72.....	19.50 doz.
Phonograph Covers	5.00 each

Write or Wire Your Order Today

CHICAGO QUILT MFG. CO.

1357 Roosevelt Rd.

Chicago, Ill.



*Merit-not
price - has
sold firms
who know*

*Partial List of
Peelle Door Users*

Morse Drydock Terminal
Public Cotton Warehouse
Armstrong Cork Co.
Holyoke Warehouse
General Signal Co.
International Text Book Co.
Battle Creek Paper Co.
Springfield Armory
Cole Motor Car Co.
N. Y. Railways Co.
Singer Mfg. Co.
Hills Bros. Co.

MERIT is the first consideration with most architects and builders. "How good, not how cheap" is their aim. They place efficiency, dependability and safety before price. Peelle Doors have more installations to their credit than other doors of their type in the world —despite cheaper elevator doors.

The exclusive truckable feature of Peelle Doors assures smooth passage from elevator to floor. Operates vertically, affording full clearance. Peelle Doors bear the Underwriter's label.

Let us help you on your next door problem. A copy of "Elevator Door Efficiency" will be sent gratis upon request. It describes Peelle Doors for every purpose.

THE PEELLE COMPANY • Brooklyn • New York
BOSTON • CLEVELAND • CHICAGO • PHILADELPHIA • AND 12 OTHER CITIES

**PEELLE Freight
Elevator DOORS**
Counterbalanced-Truckable

Highway Trailers

Cost \$200 to \$500 Less
than Average Trailers

All Types and Sizes

HIGHWAY TRAILER CO.
Edgerton, Wis., U. S. A.

J. A. FOUILHOUX

Member
Am. Soc. C. E. Am. Soc. H. & V. E.

ARCHITECT & CONSULTING ENGINEER

Mill, Reinforced Concrete and Steel Buildings,
Warehouses and Factories

7 WEST 42ND ST.

NEW YORK CITY

VARIETY FIRE DOORS



Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types; sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

Variety Fire Door Company
2958 Carroll Ave., Chicago, Ill.

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation
276 West Water Street Syracuse, N. Y.

King Shipping Case

SHARON PRESSED STEEL

"BRUTE" Trailers

"BLUENOSE" Hand Trucks

"BEARCAT" Dollies

Pressed Steel Parts for Railways, Mills,
Mines, Factories

SHARON PRESSED STEEL CO.

Main Office and Works
SHARON, PA.

HERE YOU HAVE IT The 1922 Model

Bradley Stencil Machine

Graduated Table, Handle Adjustable to Two Positions, Rapid Stroke and Other New Features. Model J cuts $\frac{3}{4}$ " Letters. Model K cuts $\frac{1}{2}$ " Letters.

Our GIANT MACHINES Cut $1\frac{1}{4}$ " and $1\frac{1}{2}$ " Letters for Export Shipments.

Mark Your Shipments Right.
BUY A BRADLEY



Model J

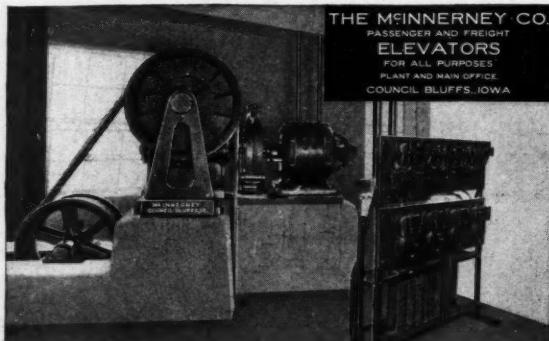
Bradley Oil Board and Stencil Papers.
Bradley's Two-In-One Stencil and Marking Ink.
The Bradley Ball Stencil and Marking Pot.

Write for Samples and Prices.

A. J. BRADLEY MFG. CO.

NEW YORK

THE MINNERNAY CO.
PASSENGER AND FREIGHT
ELEVATORS
FOR ALL PURPOSES
PLANT AND MAIN OFFICE
COUNCIL BLUFFS, IOWA



SERVICE

to your customers requires modern equipment. Ours keeps baggage clean, separate and easy to find. Shipped in units, set up with only a screw-driver. Add as need increases. Shelves regulate every three inches. Vermin-free, compact, handsome, profitable. Have one of our engineers estimate gratis.

SERVICE STEEL PRODUCTS CO. 140 N. Dearborn St., Chicago
SERVICE STEEL TRUNK RACKS

Use White Tar Paper and White Tar Naphthalene
In protecting the wares stored with you.

WE MANUFACTURE

WHITE { Paper (Pine, Tar and Cedar)
Moth Bags (varied sizes)
Moth Balls, Crystals, Powder and Blocks
Naphthalene Flakes, Lavender and Cedar Compound

TAR

WHITE TAR MOTH SPRAY

The White Tar Company
56 VESEY ST., NEW YORK CITY

\$12 50 only
Re-Nu
REPAIR OUTFIT

30 Days Trial

You may use the Re-Nu repair outfit one month, testing it in every way to your own satisfaction. If it doesn't make good through its own quality, or if you are not satisfied for any reason, you may return it for credit, or any portion you do not want and pay only for what you keep. Could you ask for a fairer proposition?

Prevents Damage Claims

Better spend an hour of a laborer's time than several of your own or a lawyer's, and have a dissatisfied customer in the bargain. No need to hire an experienced finisher. Let any intelligent man read the directions in the INSTRUCTION BOOK, and he can finish like a cabinet maker with this simple complete outfit.

Doesn't Hide Damage—Cures It

Makes a perfect finish—not a camouflage that shows up in a day. Not a toy. Packed in a handsome mahogany finished kit box. A necessity to every warehouseman.

SEND NOW for this essential repair kit, and keep it always on the job. It will save its cost many times over. Remember, you must be satisfied. Be wise. A card will do. See ad in September issue for description.

RE-NU PRODUCTS CO., WILMETTE, ILL.

Excelsior Wrapper Co.

MANUFACTURERS OF
EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.
Metropolitan District Served by
Boston Excelsior Co., 560 W. 29th St., New York City



Main Entrance Doors, Pier 33, San Francisco

Make Your Buildings Fireproof with

WILSON

Standard for Forty-six Years

Rolling STEEL Doors

Underwriter or Commercial

Strong, durable, fireproof. Easily operated and maintained. Slat construction offers greatest strength and best appearance. Shields protect edges of BOTH sides of door. Safety grooves and anchors offer maximum resistance against high wind pressure.

Also Rolling WOOD Doors Details in Sweet's Catalogues

THE J.G. WILSON CORPORATION
10 EAST 36TH ST., N.Y. Offices in Principal Cities

STANDARD SERVICE NOW INCLUDES
Pneumatic Tube Systems
Wire Line Carriers

PACKAGE BELT CONVEYORS, SPIRAL CHUTES
GRAVITY ROLLER AND SLAT CONVEYORS

—in fact complete conveying systems to handle merchandise, cash, orders and material.

STANDARD
CONVEYOR COMPANY

North Saint Paul, Minnesota

The Exchange

A Department of Trade
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

FOR SALE—THE BEST ESTABLISHED HOUSEHOLD STORAGE and TRUCKING STAND in city of Scranton, Pennsylvania, one of the wealthiest and most prosperous of its size in the east, population city proper 138,000 or 350,000 within radius of ten miles. Building is four-story brick containing about 17,000 square feet, centrally located on main business street, adjacent to leading railroad stations making it also the best Trucking and Rigging Stand in the city. Warehouse can be bought for \$35,000 down, balance on long term mortgage, income from office, rents, etc., not required for storage about three thousand dollars per year, bringing down rental to very nominal sum, present tenants have conducted very successful HOUSEHOLD STORAGE and Trucking Business in premises for nearly twenty years and expect to vacate next April, making golden opportunity for some live wire looking for an old-established stand to step into without paying for good will or buying out the other fellow's equipment. For further particulars apply to owner of building, JOHN W. PELLIO, 42 Lackawanna Avenue, SCRANTON, PENNA.

FOR SALE—Largest Transfer, Inter-City Motor Freight Lines and Warehousing Business in Manitowoc, Wisconsin, a large through freight shipping point. Owing to lack of capital will take in one or more partners or will sell outright. Will stand closest investigation. Prompt action necessary. Write Manitowoc Dispatch Transit Co., Manitowoc, Wisconsin.

ESTABLISHED STORAGE, Moving, Safe Deposit Vault and Coke Business for sale, in East Orange, N. J. Box 177, DISTRIBUTION & WAREHOUSING.

RICHMOND, VIRGINIA, GATEWAY TO SOUTH. Ideal Geographically, Financially and Industrially. FOR RENT—FOR SALE—FOR RENT—FOR SALE. One of newest and largest warehouses in South. One Hundred and Seventy-Eight Thousand Square Feet. Four Buildings—Space for thirteen cars—Concrete, Mill and Fireproof Construction—Sprinkler System. Write for details. GORDON E. STRAUSE CO., Richmond, Virginia.

MASON'S Whip Hoists

Wool, Cotton, Hay, Coffee, Hides, etc.
Either by Outrigger or Through Hatchways.

Compared with elevators THEY SAVE VALUABLE STORAGE SPACE ON EQUAL FLOOR of the building, equal to at least twice or three times the elevator hatchways.

MASON'S Whip Hoists can be operated by any man on the job, from any floor, and are a fool proof machine. They take no floor space. Installation is usually on an overhead platform or in a penthouse on the roof.

Initial cost is less than elevators. Their use eliminates expensive breakdowns, costly renewals, and the need of expert men to keep them in repair or to operate them.

They can be seen at almost any time at numbers of places, as the Terminal Wharf & Railroad Warehouse Company, 10th, 11th or 12th Street Dock Company, Brooklyn, N. Y., or the New York Central Hay Depot at 33rd St. and 11th Ave., New York City. Many of these Whips have operated continuously for years with hardly one dollar being spent for upkeep or repairs.

VOLNEY W. MASON & CO., Inc.

1860

PROVIDENCE, R. I., U. S. A.

1922

ENOZ

KILLS MOTHS

It's your best insurance and protection.
Liberal trial offer.

ENOZ CHEMICAL CO.

705-7 No. Wells St., Chicago. 429 6th Ave., New York

Lay Aside the Old Hand Saw

The Neal Handy Saw does the work of four men sawing by hand in a fraction of the time.

A portable saw; it operates by foot power, motor power, or both. Especially suitable in warehouses, packing rooms and factory shipping departments.

A time and money saver for the warehouse business.

Serviceable—Quick Operation—Convenient

Send for folder and prices.

NEAL HANDY SAW!

ARTHUR W. NEAL, Manager
7208 Euclid Ave. Cleveland, O.



Patents Pending

If You Move or Handle Pianos—
Acquaint Yourself—by All Means—with
The Breen Grand Piano Cover



"The Only One
of Its Quality
on the Market"

Send for cata-
logue on Piano
Movers' Sup-
plies. We also
make Water-
proof Motor
Truck and
Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered

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CLEAN— Rugs Upholstery Closed Cars



"The most profitable department in our business" says one warehouseman.

A good margin of profit is assured. Utilize the spare time of your men to do the cleaning. You already have the equipment for getting and delivering the rugs and furniture.

Use the Connerville Vacuum Shampoo Process

It is a thorough cleansing process. A Connerville electric scrubbing machine and centrifugal vacuum cleaner are the essential pieces of equipment. They are found in leading plants everywhere.

Manufactured by
LANDERS, FRARY & CLARK
United Vacuum Appliance Div.
Connerville, Indiana

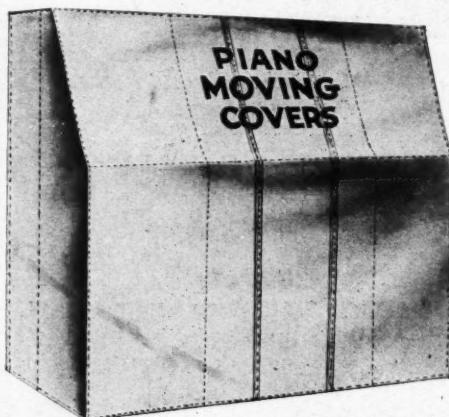
for your convenience

Landers, Frary & Clark, Dept. I.
Connerville, Ind.

Please send full information and prices on Connerville Vacuum Shampoo Equipment.

Name

Address



Fleece Lined Piano Moving Covers \$10.50 Each

We Also Manufacture

Furniture Loading Pads
Table Top Covers
Victrola Moving Covers
Van Liner Pads
Fancy Striped Linen Finish
Storage Dust Covers
Waterproof Auto Truck
and Wagon Covers
Burlap—Twine—Rope

Get the Best

WM. A. IDEN CO.
564 Washington Blvd., Chicago, Ill.

Write Us for Prices

SHIPPERS INDEX

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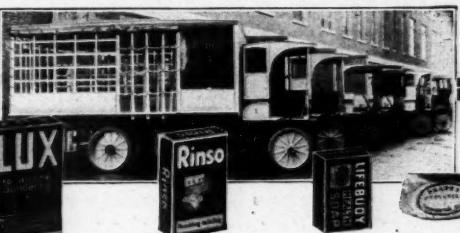
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—say Lever Bros., one of America's largest soap makers.

Why? Because practically no repairs; fewer supplies; uninterrupted service; less insurance cost; more miles per tire; greater dependability; slower depreciation; upkeep cost cut down by 1/3 to 1/2 of former total—the simplest, most long lived and generally satisfactory truck made—no make or type of gas or electric outfits excepted. There is a wealth of proofs.

Write today for detailed cost analysis form. Tells you everything entering into costs. It will give positive information on your present delivery costs.

Load Capacities: 1/2-1-2-3¹/2-5 tons

WALKER Electric TRUCKS LOWEST TRUCKING COST

WALKER
VEHICLE
COMPANY
CHICAGO
NEW YORK
BOSTON
PHILADELPHIA



Your Turnover from Four Viewpoints

II. The Retailer's

The man who sells your goods across the counter, in the salesroom, or in his customer's home is justified in demanding that:

Merchandise shall be up to date, fresh, of uniform quality, and fair in price; stock renewals be available frequently; his orders be filled promptly.

Your direct, most economical way to meet these demands is through the public warehouse, properly located and thoroughly qualified in equipment and operation to function on the spot, hundreds of miles from your factory, with the same attention and satisfaction that you give to your local customers.

The warehouse becomes your local agent, wherever it may be, assuring the retailer that he can maintain a maximum turnover with minimum capital investment; practically insuring him against delayed arrivals of new goods, receipt of goods damaged in transit, and annoyances and inconveniences of shipping complications.

Request that a well informed man call to explain in detail how the warehouse concerns associated in this organization can further cement and make more profitable the relationship between you and your retailers.

Distribution Service, Inc.

One Two Three Madison St.
Chicago, Ill.



Warehousing Is An Essential Part of Distribution

The following concerns have warehouses which are modern, fully equipped, capably managed. Each is at the strategic center of a rich, distinct distributive area. Used collectively they are the backbone of your national distribution system. In groups or singly, they form the best possible backing for a sales and advertising campaign.

BIRMINGHAM

Harris Transfer & Warehouse Co.

CHICAGO

Currier-Lee Warehouse Co.

CLEVELAND

Ninth Street Terminal Warehouse Co.

DENVER

The Weicker Transfer & Storage Co.

DETROIT

Merchants Warehouse Co.

EL PASO

International Warehouse Co.

FORT WORTH

Binyon-O'Keefe Fireproof Storage Co.

HOUSTON

Binyon-O'Keefe Fireproof Storage Co.

KANSAS CITY

Central Storage Co.

LOS ANGELES

Union Terminal Warehouse Co.

LOUISVILLE

Louisville Public Warehouse Co.

NEW YORK

Bush Terminal Co.

OMAHA

Gordon Fireproof Warehouse & Van Co.

PHILADELPHIA

Terminal Warehouse & Transfer Co.

PORTLAND

Oregon Transfer Co.

SAN FRANCISCO

San Francisco Warehouse Co.

ST. LOUIS

S. N. Long Warehouse

ST. PAUL-MINNEAPOLIS

Central Warehouse Co.

*Your sales manager
will be interested
in this series of ad-
vertisements.*

Sewell

Moving and Storage Firms
Save Money
In Motor Truck Operation

Costs finally are determined by the degree of resiliency with which the truck itself, its load and its tires, are protected from the jars of the road—and what that *resiliency costs*.

This is as true of single truck operation as of fleet operation—but the fleet operator has had more incentive to prove it.

That is why one fleet owner has spent forty, another fifty, others sixty thousand dollars and more, for Sewell economy.

They have found that Sewell Cushion Wheels deliver the required *degree* of resiliency at an absolutely known and final cost—there is absolutely *no* upkeep cost to be figured.

That required *degree* of resiliency is the result of the *rubber flange construction* of Sewell Cushion Wheels.

Sewell saving costs no more per truck for the single truck, than it does for a hundred; and is proportionately as great.

We gladly supply the operator of a single truck with the information on which the fleet operator buys Sewell economy as naturally as he buys gasoline.

The Sewell Cushion Wheel Company
Detroit

New York, Philadelphia, Pittsburg, Chicago, San Francisco

Representatives in Leading Industrial Centers

Cushion Truck Wheels

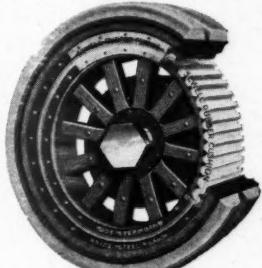
The Resiliency is Built in the Wheel.

The Resiliency
is built in the wheel

It is the Rubber Flange Construction of Sewell Wheels that DOUBLES the resiliency of the live rubber cushion through years of service.

It is this Rubber Flange Construction that gives Sewell Wheels the REQUIRED DEGREE of resiliency for FULL protection of truck and tires from road jars.

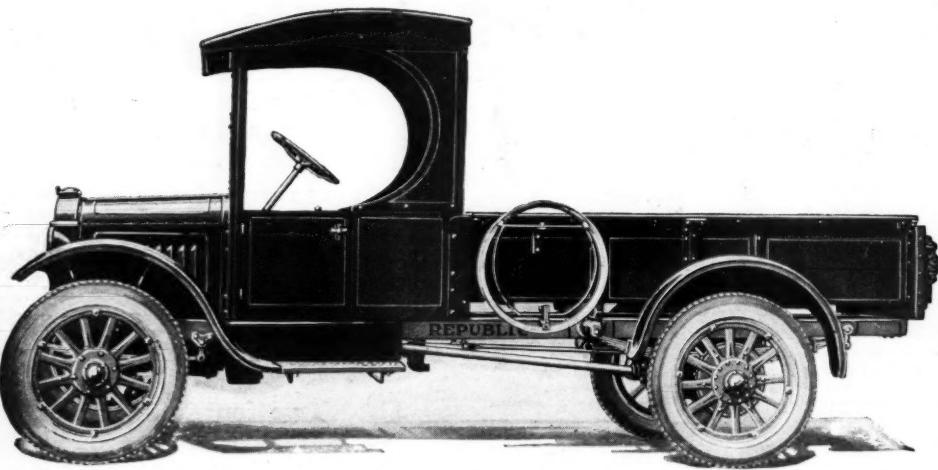
Three of a fleet of Sewell Equipped Trucks operated by San Francisco Storage Company, San Francisco, Calif.



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LEADERSHIP

Quality-Price-Service



UNEQUALED
SERVICE

FOR the almost infinite variety of freight, and the widely varying range of load and distance confronting the general freight hauler, the Republic Rapid Transit has proven itself the ideal unit again and again.

Lowest in first cost, lowest in operating cost, it adds to these attractive economies the value of absolute dependability and long life.

Is your motor transport service the most economical? Is it the most efficient? Your local Republic dealer can tell you.

The Republic Line: Rapid Transit, 1, 1½-2, 2½-3, 3½-4 tons capacity.

REPUBLIC TRUCK SALES CORPORATION
ALMA, MICHIGAN

REPUBLIC MOTOR TRUCKS

Republic has more trucks in use than any other exclusive truck manufacturer.